

# BUS & COACH BUYER

20 FEBRUARY 1998 | ISSUE 447

## TOP MARQUES!



Our latest vehicle list contains only the top names. Marques that you can rely on to give reliable, quality service. Ring us for more details on our famous names.

**NEW VEHICLES**

### NOW IN STOCK

◆ A selection of both Mercedes and MAN powered vehicles now in stock.

All vehicles fitted with air conditioning, retarder, ABS, ASR, central locking, Webasto and timer, Radio/PA. Seating varies from 48 to 53. Toilets and kitchens fitted to all 48 seat vehicles, unless specified. Our specialist factory body works can create a vehicle to suit your special needs; why not ask.

**USED VEHICLES**

◆ 1989 DAF 2305/Duple 340 - 53 redining seats, centre toilet, water boiler, centre door, power door front, Radio/PA

◆ 1990 DAF 2300 DHS/Castano Algarve - 49 redining seats, toilet, water boiler, TV/Video, Radio/PA, crew seat. (Choice of 2)

◆ 1990 DAF 58 3000 /Castano Algarve - 49/53 rediners, demountable toilet, ABS, TV/Video, Radio/PA, courier seat, fridge, water boiler, continental rear door

◆ 1992 Mercedes 0303/Plaxton Paramount - 53 redining seats, plus courier seat, fridge, coffee machine, TV/Video, Radio/PA, double glazed, seat belts, Webasto, air conditioning

◆ 1993 MAN/Jonckheere - 55 seats, air conditioning, double glazed, foot rests, Radio/PA

◆ 1994 Scania K 113 GRB/Irizar Century - 49 redining seats, automatic gearbox, retarder, air conditioning, TV/Video, Radio/PA, driver's bunk, Drinks machine, rear sunken toilet, fridge, Webasto and timer, foot rests, aluminium wheels

All vehicles advertised in good condition to above average condition - many similar vehicles held in stock

**SERVICE** Ultra modern, well equipped workshop. Fully trained professional staff. No one can provide Setra back-up to the same high standards.

**PARTS** Large comprehensive stock over 8500 line items. The largest stock of Setra parts (mechanical, electrical, body) in the UK. Availability and price very competitive.

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or ring  
Arthur Humphries (Sales Manager)  
Home 01902 732140  
Mobile 0585 268631

Justin Shuttleworth (Sales Representative)  
Mobile 0468 594484

EvoBus (UK) Limited, Sadler Road,  
Doddington Road Industrial Estate,  
Lincoln, LN6 3RS. Telefax: 01522 500118

**JK SETRA**



**Bus Appeals Body formed**

**Latest appointments**

**Universitybus - Building a market**



## 91 MERCEDES 0303 PLAXTON 3500

## USED VEHICLES

90 VOLVO B10MT VAN HOOL ALIZEE SH 49R+C seats, video/monitor, radio/PA/cassette, driver's bunk, drinks machine, continental door, refrigerator and rear sunken toilet.

90 DAF LAG PANORAMIC ZF gearbox 6 speed, 49 seats, retarder, video/monitor, radio/PA/cassette, driver's bunk, drinks machine, continental, refrigerator and centre sunken toilet.

91 SCANIA K113CRB VAN HOOL ALIZEE HE GS772 gearbox, 49R+C seats, video/monitor, radio/PA/cassette, driver's bunk, drinks machine, continental door, refrigerator, centre sunken toilet and lapbelts to all seats.

91 KASSBOHRER SETRA INTEGRAL 215HD ZF gearbox 8 speed, 49 seats, retarder, radio/PA/cassette, drinks machine, continental door and centre sunken toilet.

91 DENNIS JAVELIN BERKHOF EXCELLENCE 1000 ZF gearbox 6 speed, 53R+C seats, radio/PA/cassette and lapbelts to all seats.

91 MAN JONCKHEERE DEAUVILLE ZF gearbox 6 speed, 51R+C seats, retarder, radio/PA/cassette, drinks machine, refrigerator, centre sunken toilet and lapbelts to all seats.

93 SCANIA K113TRB VAN HOOL SH GR801C/S gearbox, 49R + C seats, retarder, air conditioning, driver's bunk, drinks machine, continental door, refrigerator and rear saloon toilet.

93 DAF MB230LT VAN HOOL ALIZEE H ZF gearbox 6 speed splitter, 49R+C seats, retarder, video/monitor, radio/PA/cassette, drinks machine, continental door, refrigerator and centre sunken toilet.

93 VOLVO B10M JONCKHEERE DEAUVILLE ZF gearbox, 49/53+C seats, radio/PA/cassette, continental door, centre sunken toilet.

94 DENNIS JAVELIN 240 PLAXTON PREMIERE 3200 ZF gearbox 6 speed, 51 + C seats, video/monitor, radio/PA/cassette, driver's bunk, drinks machine, continental door and rear sunken toilet.

94 SCANIA K113CRB BERKHOF EXCELLENCE 1000 GR801 C/S gearbox, 51R + C seats, retarder, radio/PA/cassette, drinks machine, continental door, refrigerator, centre sunken toilet and lapbelts to all seats.

For details on more used vehicles see page 25

### SPECIFICATIONS

- ✓ CHOICE OF 49/53 R+C
- ✓ ZF 6 SPEED GEARBOX
- ✓ AIR CONDITIONING
- ✓ VIDEO/MONITOR
- ✓ RADIO/PA/CASSETTE
- ✓ DRIVERS BUNK (ON 49 SEATER)
- ✓ DRINKS MACHINE
- ✓ CENTRE SUNKEN TOILET (ON 49 SEATER)
- ✓ REFRIGERATOR
- ✓ SEATBELTS
- ✓ CONTINENTAL DOOR
- ✓ DOUBLE GLAZING

FOR FURTHER DETAILS ON THE ABOVE VEHICLE  
OR ANY OTHER USED VEHICLE PLEASE CONTACT:



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## Bob Vale Coach Sales

TEL: 01494 716996

Kingshill House, Spurlands  
End Road, Great Kingshill,  
High Wycombe, Bucks  
HP15 6PE  
Tel: 01494 716996  
Fax: 01494 716331

### VOLVOS

1993 VOLVO B10M PLAXTON PREMIERE, 46 reclining seats, servery, including coolbox, fridge, boiler, toilet, ABS, d/glazed, radio/PA. £89,950

1991 VOLVO B10M PLAXTON PARAMOUNT 3200, intercooler, ZF fully automatic transmission, 53/57 recliners with seatbelts, pannier lockers, double glazed, blinds, POD radio/PA, new test.....Choice £62,500

1990 G VOLVO B10M PLAXTON PARAMOUNT 3500, 51/53 reclining seats, courier, rear sunken toilet, demountable toilet / continental door, double glazed, radio p/a .....£67,500

1988 OCT VOLVO B10M JONCKHEERE JUBILEE 599, 49 (1995) Vogel seats, courier seat, rear sunken toilet / continental door, Sutrak air condit, webasto, telma, new test .....£64,500

1988 VOLVO B10M PLAXTON PARAMOUNT 3500, 49/53 reclining seats, courier seat, centre demountable toilet/continental door, radio/pa .....£52,500

1988 F VOLVO B9M PLAXTON PARAMOUNT 3200, 35 reclining seats, 2 tables, Pannier lockers, radio/pa, new repaint white .....£50,000

1986 VOLVO B10M PLAXTON 11 METRE PARAMOUNT, 53 seater, retrimmed seats, radio/pa, POD, very clean .....£45,000

1985 VOLVO B10M VANHOOL ALIZEE H, 53 retrimmed reclining seats, belts, courier seat, blinds, telma, double glazed, radio /pa .....£45,000

1984 VOLVO B10M PLAXTON PARAMOUNT 3500, 49 retrimmed reclining seats, courier, rear sunken toilet / continental door, d/glazed telma, radio / pa / tv / video .....£35,000

### OTHERS

1994 L TOYOTA OPTIMO III, 18 seater, large luggage locker, radio/pa/tv, all white, immaculate, new test .....£35,000

1992 MERCEDES 814 OPTARE STARRIDER COACH, 27 Fainsa seats, power operated express doors, large boot, racks .....£26,000

1991 H MAN 10-180 CAETANO ALGARVE, 32 reclining seats, courier seat, rear continental door, rear toilet, curtains, fridge, boiler, radio/PA, New test.....£57,500

1988 PP SCANIA K112 PLAXTON PARAMOUNT 3500, 49 reclining seats, courier, centre sunken toilet/continental door, d/glazed, TV, boiler .....£52,000

1988 MERCEDES 609D, Reeve Burgess Beaver, 25 coach seats, p.door, racks, boot .....£17,500

1982 LEYLAND TIGER PLAXTON SUPREME IV, 50 reclining seats, belts, POD, radio/pa .....£9,500

1989 MERCEDES 709, dual purpose bus, 25 seats, belts, POD.£9,000

1984 P.P LEYLAND TIGER 245, Plaxton 2500, 48 retrimmed reclining seats, courier seat, raer sunken toilet, Webasto .....£24,500

1984 MERCEDES 608, 18 seats, dual purpose bus, POD.....£3,500

1983 MERCEDES 608 REEVE BURGESS, 21 seater, belts .....£2,000

1974 BEDFORD YRT DUPLÉ DOMINANT II, 53 seater, 6 months test, very clean .....£1,750

**Quality coaches required for cash**



LONG-LASTING, GOOD-LOOKING



# The search is on for Setra's finest oldtimer.

Do you have an old but elegant Setra photo filed away somewhere in your archives? Or perhaps even a particularly "well-travelled" genuine Setra in your garage or barn? Then you have a good chance of winning a valuable prize, because we're now on the lookout for the best Setra photographic operational motif. For instance your immaculately restored Setra of oldtimer in front of your company building, or in a dramatic scenery setting.

We are also searching for the best-looking real-life Setra. Perhaps yours will turn out to be our favourite!

Send us your Setra photos or information on your oldtimer: year of manufacture, model and mileage. Don't miss this opportunity – each participant will take part in a draw for valuable prizes such as holidays and tickets to the World Cup football championship in France. The best pictures and the finest Setra oldtimer will be on display at the 1998 "IAA" (Germany's International Commercial Vehicle Show). Send your entries to the address below – we look forward to hearing from you!



**SETRA**

*Drive into the future with us!*





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**This Iveco EuroRider 350 with  
Beulas coachwork has been sup-  
plied to Hilliffe Coaches by the  
AW Group.**

# News

## Bus Appeals Body formed

Bus passengers that are not satisfied by the response of their local bus operator to a complaint can now take their appeal to the Bus Appeals Body. This is a national independent body which has been formed through a Confederation of Passenger Transport initiative and in close conjunction with the National Federation of Bus Users.

The Bus Appeals Body will be made up of operators and passengers as members under independent transport

consultant Professor Bill Bradshaw, who will act as chairman. BAB will act as the final arbiter in any unresolved disputes between passengers and bus companies. It aims to be functioning by the Spring and will consider complaints arising from the operation of local buses and scheduled coach services. It will not become involved with policy matters on routes, scheduling, service levels or fare pricing. Any findings made by BAB are to be made available to the public and relevant

Traffic Commissioners will be notified if an operator fails to act on its recommendations.

The formation of BAB has been welcomed by NFBU chairman Dr Caroline Cahm, who commented: 'This is an example of the bus industry responding positively to passengers' needs. It is very good news indeed for the travelling public.' Veronica Palmer, director general of CPT, concluded: 'We are a customer led industry and this is a customer led initiative.'

## Volvo Bus strengthens support for commercial operations

Volvo Bus has announced the consolidation of its bus, coach and parts sales activities under a new single operation headed by commercial director Steve Dewhurst. Steve will head a team of regional commercial managers seeking to maximise business potential and customer satisfaction on a territory basis. The team will be progressively recruited to ensure a smooth transition for customers, but should be completely in place by the end of the year.

In a related move, Duncan Crosby has joined the coach sales team at Yeates Bus & Coach, Volvo's wholly owned coach sales subsidiary. To further assist the activities of Volvo Commercial, the sales engineering, quality audit and



**Steve Dewhurst.**

technical engineering functions have been combined into a new Product Quality department headed by Norman Thomas. Its function will be to liaise with body-building partners and to assume responsibility for the quality of all new Volvo buses and coaches.

## RDC aid to reduce traffic

The Rural Development Commission has provided grant funding for Aztec Coaches which will allow the company to work in conjunction with Badgerline Buses to provide a rural minibus service. RDC claim the move is designed to support the Government's initiative on reduction of traffic levels and aims to become the foundation of a 360 degree service coverage around Bristol. The initial services will provide alternative transport for the community in Congresbury and the surrounding area.

Passengers wishing to use the service will be able to dial Aztec's 0800 Quality Partnership Phone & Ride service. The minibus service will link these passengers to Badgerline's X service bus stops in Congresbury, Blackwell and Hotwells. It is hoped that the transport integration between Aztec and Badgerline will assist in reducing private car journeys in an area which has the highest number of cars per head of population.

## Metroline investment

Metroline Travel has announced an investment in almost 50 new buses worth around £4.5m. The company has ordered 16 Volvo Olympian double deckers with Alexander R-Type dual door bodies. The rest of the order consists of 32 Dennis Dart SLFs with Plaxton Pointer bodies. Of these, 21 will be dual door models. Deliveries are scheduled for later this year.

Gearchange and Throttle Cables  
made to O.E.M. spec

Same Day — No Surcharge

For further information contact  
Jim or Terry

on 01623 440398

# CABLE-TEC

A DIVISION OF PHONE - A - HOSE LTD  
UNIT 3 - MAUN VALLEY INDUSTRIAL PARK - STATION ROAD  
- SUTTON-IN-ASHFIELD - NOTTS - NG17 5HG



# WANTED



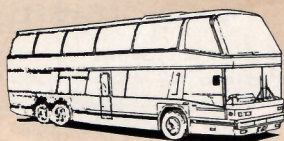
## Have you seen these men?

They are wanted for questioning following a series of allegations regarding their business activities

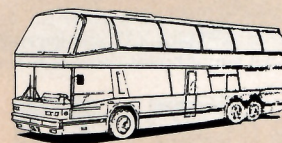
1. They have been selling parts for **NEOPLAN** coaches at prices below any other supplier in the UK. These prices have been consistently low & they have never attempted to lure customers with so called 'special offers' - having always being the most competitive
2. The service they give is considered to be their most serious offence as this level of service has never been seen at such a high standard ever before - They have insisted on a 24 hour, 7 day service with **free of charge** call outs!
3. It is alleged they stock over £100,000 of parts just for **NEOPLAN** coaches and in the unlikely event they haven't got the part you need - they get it for you within days.
4. Their customers are saying that their knowledge of parts for **NEOPLAN's** cannot be matched anywhere in the UK.
5. They not only stock chassis & body parts - they supply and fit Windscreens nationwide next day!

Should anyone have any further allegations or know the whereabouts of these two men then please telephone on the following number:-

**01427 881109**  
**HEAVY DUTY PARTS LTD**



*The Genuine Alternative*



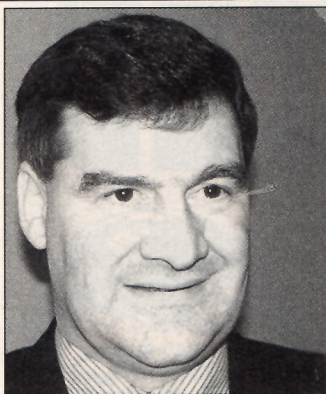


# News

## Wright strengthen support

Robert Wright & Son has strengthened its aftersales support with the appointment of Sam McClaren as head of a new division dedicated to the provision of a fast, convenient aftersales service. The company had recently conducted a survey of 47 bus operators and identified a strong requirement for a 24-hour aftersales backup service. Seven out of ten operators questioned considered the quality of aftermarket support as a critical factor when placing new contracts.

Wright will launch the new division in the Spring, following the establishment of regional support centres. A pilot scheme has already been initiated and is proving to be highly successful with customers. Mr McClaren joined Wright in 1997 and has worked closely with directors identifying and appointing staff and



**Sam McClaren.**

agents that meet the criteria. His background is one of extensive experience in bus manufacturing, motor retailing and the tyre supply industry.

## Shared responsibility

Metrobus of Orpington and Stagecoach Selkent are to assume joint responsibility for the operation of London Transport route C1 for four months. The route is to be operated by Travel London, a Travel West Midlands subsidiary, from the end of June.

## Ferris to take UK's first Berkhof B12Ts

Welsh operator Ferris Holidays is shortly upgrading its fleet with the inclusion of four Berkhof Excellence 3000HD double decker coaches based on Volvo B12T chassis. All four will be equipped with 73 reclining seats, air conditioning, washroom and catering facilities. Ski boxes are to be fitted to the rear of the vehicles to free additional luggage space in the hold. All four will be painted in a new livery depicting traditional Spanish flamenco dancers

and music.

Ferris has recently relocated its operation to Nantgarw which is much closer to Cardiff and the motorway network. Jason Ferris explained that the benefits of the move not only included new offices and a four-bay workshop at the purpose-built facility, but the reduction in overall annual mileage could easily result in savings of between £20,000 to £30,000 per year in diesel costs.

## Beavers for Macau

Macau operator Transmac has taken delivery of 15 Mercedes Vario based Plaxton Beaver 2s, the first to be exported to the Far East. Unusually, the Beavers feature a two door layout with an exit behind the rear axle but include Sutrak air conditioning for passenger comfort. Transmac, which already runs a fleet of Plaxton Pointers,

has now placed a repeat order for a further 15 for delivery later this year.

Other orders from the area include a pair of Beaver 2s for Discovery Bay Transit in Hong Kong, plus a new Cheetah for Hong Kong Mercedes Benz agent Zung Fu. The Cheetah will be used to promote the use of small, high specification coaches for executive transfer duties between hotels and the airport.



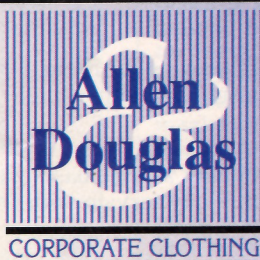
**One of 15 Plaxton Beaver 2s recently delivered to Transmac in Macau.**

## Commercial Vehicle Show 40% bigger

The 1998 Commercial Vehicle Show is 40% larger than last year's Commercial Vehicle & Bodywork Show, and it will be 100% better - claims the Society of Motor Manufacturers & Traders. The event takes place in Hall 5 of the NEC from 24 - 26 February. Amongst the major truck and van manufacturers will be exhibits from bodywork specialists, components and parts producers, workshop equipment suppliers, legal services, friction material manufacturers, tyre companies and computer software houses. Although it is unlikely there will be any buses or coaches to look at, the show is really one for the engineers and is growing more popular every year.

## Alf Moseley appointment

John Bass has been appointed by Alf Moseley Continental as sales manager for the West Midlands and Wales. John has a long history of involvement with the coach industry and joins the company from the AW Group where he specialised in the sale of secondhand coaches.



## CLOTHING OFFER FOR '98

**NAVY BLAZER**  
Ref: JOH0646  
Sizes available

100% polyester hopsack single breasted patch and flap pockets  
36-46 Regular fittings  
36-46 Long fitting **£28.45**

*Other range of blazer colours available at £38.45 per jacket, Excluding outside charges. Style Oxford colours B/Green/Brown/Royal Blue/Maroon*

**MID GREY TROUSERS**  
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polyester viscose standard cut fully washable  
30-42 waist  
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**SHIRTS**  
Ref: SHT LIM109  
Ref: SHT LAN109  
Sizes available

polyester/cotton white Long or short sleeved bush style with epaulettes  
14.5-17.5in collar **£5.45**

Can be purchased as separates. All items subject to stock availability

★ ★ ★ SPECIAL OFFER ★ ★ ★

ONE BLAZER + TWO TROUSERS + THREE SHIRTS  
£70 plus VAT and carriage  
All major credit cards now accepted



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# Beauty is more than skin deep

The new Solera, from Optare, is the 35-seater coach of the future. One look at its modern aerodynamic lines will tell you that.

But don't take this coach on face value, even though class-leading value is one of its many assets. Look beyond the exterior styling to the interior presentation. Step inside and you will see how everything we have learnt as one of the UK's premier coach suppliers has gone into the new Solera—generous legroom, extensive use of soft trim, raised seats and sunken gangway which

significantly increases luggage space. It looks superb and, to the passenger, it feels even better. All this comfort sits on the superbly engineered

and proven Mercedes-Benz O1120L coach chassis, with an up-graded front axle and rear air suspension. Up front there's the Mercedes-Benz 'Big Six' turbo intercooled engine, developing 211 bhp and giving excellent fuel economy.

Book a seat for a Solera test drive today and discover why it's not just a pretty face.



*Solera*

**OPTARE**  
**CoachSales**

**SUPERB, DOWN TO THE  
LAST DETAIL.**



## USED COACHES

1997 LEYLAND DAF CRYSTALS CONVERSION, 16 seats, seat belts, radio/tape, grey/blue interior, exterior white, MoT 10/12/98.....	£14,000
1995 DENNIS JAVELIN BERKHOF EXCELLENCE 1000, 51 recliners, rear sunken toilet, continental door, crew seat, exterior blue/white/gold, MoT 26/10/98.....	£105,000
1995 (OCT) MAN 11.190 CAETANO ALGARVE, 35 recliners, rear continental door, double glazing, crew seat, radio/tape/PA, MoT 3/10/98.....	£86,000
1995 DENNIS JAVELIN BERKHOF EXCELLENCE 1000, 53 recliners, double glazing, crew seat, rear continental door, exterior blue / white / gold, MoT 3/12/98.....	£105,000
1995 TOYOTA OPTIMO, 18 recliners, large boot, tinted windows, radio/tape/PA, curtains, interior grey/red, MoT 9/11/98.....	£45,000
1994 SETRA S210H, 35 recliners, Mercedes engine, Voith retarder, crew seat, fridge, airco, full height rear continental door, seat belts, radio/tape/PA, cruise control, MoT 10/11/98.....	£107,500
1994 LDV 400 OLYMPUS COACHCRAFT, high roof, 16 coach seats, 3 point seat belts, luggage racks, radio/tape/PA/video/Monitor, tinted windows, grey cord interior, graffiti moquette, exterior beige, MoT 15/9/98.....	£12,750
1994 BOVA FUTURA FHD, 53 recliners, crew seat, seat belts, rear continental door, double glazing, interior grey, exterior white, MoT 1/4/98.....	£112,000
1994 BOVA FUTURA CLUB, 53 recliners, rear continental door, double glazed, crew seat, grey interior, exterior white, MoT 8/12/98. Choice.....	£95,000
1993 MAN 10.190 HOCLR CAETANO ALGARVE II, 35 recliners, crew seats, Sutrak airco, seat belts all seats, full height rear continental door, radio/tape/PA, MoT 9/10/98.....	£72,500
1991 VOLVO B10M PLAXTON PARAMOUNT 3200, 53 recliners, seat belts all seats, double glazing, adjustable footrests, ZF auto gearbox, exterior white/blue/red, interior brown/orange, MoT 2/2/99.....	£69,500
1990 MAN 10.180 CAETANO ALGARVE, 31 recliners (35 available), radio/tape/PA, full height rear continental door, crew seat, Peage windows, interior grey/red, exterior white/red/blue, MoT 30/1/99.....	£53,500
1990 MAN 10.180 CAETANO ALGARVE, 35 recliners, (31 fitted), crew seat, rear continental door, Peage window, radio/tape/PA, curtains, interior grey/red, exterior white/red/blue, MoT 30/1/99.....	£53,500
1990 VOLVO B10M JONCKHEERE DEAUVILLE, 53 recliners, crew seat, seat belts, double glazing, peage window, radio/tape/PA, interior grey, exterior white/blue MoT 20/3/98.....	£77,500
1989 SCANIA K112 PLAXTON PARAMOUNT 3500, 51 recliners, crew seat, double glazed, Telma, sunken toilet, centre continental door, fridge, boiler, splitter gearbox, fawn/orange interior, MoT 12/2/98.....	£62,500
1989 (OCT) VOLVO B10M IKARUS BLUE DANUBE, 53 recliners, crew seat, double glazing, radio/tape/PA, fawn interior, exterior white, MoT 9/98.....	£52,500
1988 LEYLAND TIGER 290 DUPL 340, 55 recliners, seat belts all seats, radio/tape/PA, Telma retarder, drivers fan, rear continental door, Cummins L10 engine, manual gearbox, grey interior, , MoT 2/2/98.....	£39,000
1987 (OCT) FREIGHT ROVER SHERPA CARLYLE, 20 seat + 4 standees bus, moquette seats, fawn/orange interior, exterior white, MoT 18.9.98.....	£2,750
1987 VOLVO B10M VAN HOOL ALIZEE, 53 recliners, double glazing, side window blinds, Telma retarder, crew seat, grey/blue interior, exterior white, unsignedwritten, MoT 24/7/98.....	£59,500
1987 (E) LEYLAND TIGER DUPL 320, 57 seats, seat belts all seats, power door, kerb window, radio/tape/PA, MoT 4/1/98.....	£32,500
1986 (D) DAF MB230 PLAXTON <b>SOLD</b> 49 recliners, rear sunken toilet, interior fawn/brown, exterior yellow/blue, MoT 10/9/98.....	£29,500
1985 BEDFORD YNT DUPL LASER II, 53 seats, crew seat, power door, side lockers, seat belts all seats, fawn interior MoT 20/1/98.....	£12,500
1984 VOLVO B10M VAN ROOIJEN ODYSSEY, 49 recliners, crew seat, rear sunken toilet, continental door, seat belts all seats, MoT 4/9/98.....	£19,500
1983 LEYLAND TIGER PLAXTON PARAMOUNT 3500, 48 recliners, crew seat, rear continental door, seat belts all seats, sunken toilet, interior fawn/brown/red, exterior deep cream/orange/green, MoT 16/12/98.....	£22,500

## COACHES DUE IN

1994 BOVA FUTURA FHD, 51 recliners, air conditioning  
Choice of 2

1994 BOVA FUTURA CLUB FLD, 53 recliners

1993 MAN 11.190 CAETANO ALGARVE, 35 recliners, air conditioning

1991 VOLVO B10M JONCKHEERE DEAUVILLE, 51 recliners, sunken toilet,  
Choice of 2

1990 VOLVO B10M JONCKHEERE DEAUVILLE VIP specification

1989 SCANIA K113 JONCKHEERE DEAUVILLE VIP specification  
Choice of 2

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The year quoted denotes the year of registration not necessarily the year of manufacture



# Manufacturer Focus

## BOVA

### Perfecting a niche

Bova's Futura is possibly the most distinctive coach in Europe, certainly it is the only one my wife can identify without resorting to reading the badges. By the end of last year close to 4,300 Futuras had been built and if all goes to plan the 5,000 mark will be reached in the latter part of 1999. The Futura's appearance, low weight and proven record have made it popular with operators throughout Europe and beyond.

Now sold in the UK through Moseley (PCV) Ltd, Moseley in the South, Moseley Distributors and Optare Coach Sales, the Futura in its many guises is the only design produced by Autobusfabriek Bova b.v. of Valkenswaard in the Netherlands. Though the model was first seen in 1983, the way in which it is built and the company producing it has changed tremendously in the intervening period.

Having been an independent company in 1989 Bova became a founder member, with DAF Bus, of the short lived United Bus group. Although that group collapsed at the end of 1993, all of the individual companies within it survived to find new owners. Bova's shares are now split between: HAL Investments (an offshoot of the Holland America Line shipping company)(35%); a private investment by Wim van de Leegte (but not part of the VDL Group) (21%); Wolf Lijmer (8%); the family of Piet van Doorne (21%); Martin van Doorne (11%); and Wim van Doorne (4%).

I heard the recent story of the company and its plans for the future from joint managing directors, Wim van Doorne and Marc Hendrikse, international sales director, Rik Pronk, and marketing manager, Wim Chatrou, when I visited the plant.

Before looking at Bova's



**This Futura FLD is one of a large number in the Priory of Gosport fleet.**

aims and ambitions, it is first worth considering what the strengths of the company are. The joint managing directors listed seven key strengths they believe the product has over its competitors including its design, reliability, low cost of ownership, and its multi-functional nature. On top of this they mentioned good secondhand values, after sales service and the strong rela-

tionships between the company and its customers. The importance of these attributes and the measures being taken to ensure that they become even stronger is evident in every aspect of the Bova operation.

#### Strategy

Marc Hendrikse and Wim van Doorne explained that, after the collapse of United

Bus, Bova had had to completely rethink its strategy, and in doing so several market factors were assumed. These were that: there would continue to be overcapacity in the coachbuilding market; there would be an increasing influence from the products of low wage countries; the financial situation facing coach operators would continue to be poor; and that bus and coach production would continue to have a high image value for the bigger automotive manufacturers.

The core business was identified as the building and selling of luxury coaches, with three other activities - after sales, secondhand sales and coach financing - supporting this. The directors wanted to secure employment in the Netherlands and did not want either to build in a low wage country or to import a product built in one.

Deliberately choosing the position of a niche player with



**Over 100 tri-axle Futuras have already been delivered.**



# Manufacturer Focus

the niche being luxury coaches is, in principle, risky admits Marc. 'We only have one product line so we spread the risk over as many countries as possible,' he said, adding 'It has never occurred that the markets in all countries collapse in one year.'

In order to achieve their aims the plan is to be so efficient that it is possible to build competitive products in the Netherlands, even though it is a high wage economy. Marc explained, 'We want to continuously try to get better in the rationalisation of the production lines and in the lowness of our overheads so that we should have the lowest ex-factory price commensurate with quality. To survive we need to be the cost-leaders within luxury coaches.' He said that this was a key competence for Bova and added, 'We are convinced that no-one else can build integral luxury vehicles to our standard and with the same value for money as us.'

There is much Government talk in the UK about a stakeholder economy and Marc said that Bova too has a stakeholder philosophy in which the shareholders, staff, customers, suppliers and society are all stakeholders. 'We are looking for a long term relationship in all areas.' He explained that Bova had always thought this way but wanted to restate this view following the United Bus collapse.

Although the workforce has grown considerably in the last ten years, workers have an average of nine



**Joint managing directors of Bova, Wim van Doorne and Marc Hendrikse.**

years employment with the company and there are many brothers, fathers and sons and other relatives employed. The long term approach is evident with customers too, which is one of the reasons that so much business is of a repeat nature. The company recognises that another of its key areas of competence is in dealing with family concerns, key players in the luxury coach business throughout Europe and in principle the niche where Bova want to be. Research has shown that 62% of new sales are to family businesses with 15 or fewer coaches and a further 18% to clients with between 16 and 35 coaches. Bova has also shown that it is committed to its export markets by maintaining its presence and not pulling in and out according to trading conditions, and this has stood it in good stead.

## Objectives

The greatest annual output yet achieved was 394 coaches in 1992 and after a sharp dip in the years 1993 to 1995 production is getting back up towards that level with 367 in 1997 and a projection of 400 for this year. The directors would like to achieve the maximum factory capacity of between 500 and 600 a year through autonomous growth. They do not seek to take other manufacturers over.

Within Europe they are developing new markets with the opening of a subsidiary in Italy and one in Sweden. Poland is being actively investigated and there may also be possibilities in Hungary and the Czech Republic. There has been a

conscious decision not to tackle Spain yet because, unlike Italy, it has yet to have a shakeout among body-builders.

Another alternative under consideration is sales or possibly production on other continents with the North American and Canadian markets and the Far East appearing attractive. Marc explained that Bova probably had the most to offer in high wage countries because demand for luxury coaches was higher in such markets and also because customers saw less benefit in a product of Bova's quality in an economy where man hours were cheap. Because of Bova's location in a high wage country, production techniques will always have to take account of new technology advances.

## Manufacturing strategy



**Part of the substantial additional structure incorporated in coaches meeting the ECE R66 rollover requirements.**

In order to ensure that production efficiency is maximised, overheads are kept to a minimum and output is matched to demand periods Bova has developed an innovative manufacturing strategy. A modular assembly system coupled with a very focussed product range is at the core of Bova's efficiency. The production process has been rationalised and the amount of outsourcing increased, although many items including seats are still made in-house. The process has resulted in a degree of de-skilling but care has been taken to maintain and develop expertise within the workforce.

An example of efficiency which is also linked to the long term relationships with suppliers previously mentioned, is that new developments are jointly developed with suppliers. This means that the development department does not have to be too big and also ensures that the people working on a particular item are already skilled in that area.

Production levels of 11 a week in winter and only six a week in summer require a very flexible and motivated workforce. Throughout the winter everybody works a 42.5 hour week but gets paid for a 38 hour week. This evens itself out during the summer months when there is no production on Fridays and a number of other additional holidays are taken. The system was introduced with the full co-operation of the Works Council and the agreement of the workforce. Another method of increasing capacity at the peaks has been to join forces with other local manufacturers requiring similar skills but at different times. Bova jointly employs a number of staff who spend the winter building coaches and the summer working for different engineering based companies.

Evidence that the system is becoming increasingly efficient can be seen in the number of people required to build a coach which dropped from 37 in October 1992 to 32.75 in February 1997. In fact the gain was greater than it appears as the bigger 15 metre coaches were introduced during this period. The build time for a coach has dropped from six weeks to three weeks and one day.



**Testing the mechanical components. The frame is corrosion protected but the panelling has yet to be added.**



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# Manufacturer Focus

## Focussed product range

Having a focussed product range does not mean that Bova is unwilling to provide its customers with what they want or anything out of the ordinary - far from it. Of 1997's production of close to 370 almost 350 were different. Marc explained, 'We try to build in as many requirements as possible but we don't go outside the basic modular system unless we can see scope for 50 units a year. Within the system we have scope for many variants.' The Futura is available at lengths of 10, 12, 13, 14 and 15 metres in high floor (3.5m) FH form and at 12 and 15 metres in low floor (3.3m) FL form. A lower (3.15m) height FVD option was offered prior to 1992 but it was unpopular because it offered little luggage capacity and has been dropped. Although the company was among the first to



**The Futura FH13 which features a 12.7m overall length on two axles with a 6.8m wheelbase. Forty four of this model have been built to date.**

takes vehicles with the enhanced structure required to meet the ECE R66 rollover requirements as standard, though individual continental operators such as OAD are beginning to opt for it. Similarly there is no customer demand from Europe for seatbelts although lapbelts will be introduced from 1999.

Bova has a long history of

manufacturer - is the strength of the network that has been set up for the sale of secondhand vehicles. In common with most European manufacturers Bova takes in part exchanges against new vehicles, either directly or through dealers. In the days of United Bus this was an area in which the company was found seriously lacking with large numbers of unsold secondhand vehicles building up as production of new vehicles increased. The current team recognises the importance of moving part exchanges on quickly and efficiently and has worked hard to ensure that earlier problems are never repeated. The result is a secondhand operation completely separated from the main business.

An advantage this operation has over British dealers is that all of the mainland European markets drive on the right which means that coaches do not necessarily have to be found a new owner in the country in which they originally operated.

Secondhand vehicle centres have been set up at which vehicles can be inspected. These are located at Buren which is between Dortmund and Kassel in Germany, in Paris and near to the factory in Valkenswaard. In addition to this a network of over 50 traders has been established globally to whom vehicles can be sold on a wholesale basis. As a result the turnover of used vehicles is now between 500 and 600 annually, and demand is such that the secondhand operation is close to having to buy in vehicles to feed the network.

The main markets for secondhand vehicles are Eastern Europe, Greece, Benelux, Germany and France. Eastern Europe is becoming much more selective in what it will

buy. Once it would buy anything but now the demand is for volume products like the Mercedes 0303, Setra S215HD, Neoplan Cityliner and the Futura.

'It took us three years to sort it out but it's good now. We don't consider it as a problem any more,' said Marc.

## DAF

One of the unique selling points of the Bova Futura and its predecessors has been the DAF engine and the relationship between DAF and Bova has always been a close one. Though it is close it is not exclusive and both MAN and Cummins options are currently also available, the more expensive Mercedes option having been dropped through lack of demand. In Germany customers overwhelmingly opt for DAF power rather than the home built product but in France, Belgium and Italy there is demand for MAN. Overall around 80% of production is DAF powered. DAF only supply engines today, its axles are no longer used. These are now supplied by ZF who are independent of the engine and other vehicle manufacturers.

At present there is no doubt that Bova's management see the relationship with DAF as a strength rather than a weakness, though they stress that they are not dependent upon DAF. When DAF had its difficulties in 1993 Bova had engineered the Futura to take an MAN unit within two months. They see no likelihood of DAF engine production ceasing because with it would go one of the marque's USPs, but added, 'If Paccar did stop production of DAF engines we would offer another engine or even two



**This special station is used for the installation of the doubled glazed window units.**

exploit the potential for coaches of between 12 and 15 metres and has already produced over 100 three-axle vehicles, there are currently no plans to build to an overall width of 2.55m because this is not acceptable in all markets.

Another good reason for not having too many models is the belief that there is a minimum number that any manufacturer needs to produce in order to be able to cope with legislative changes. Bova estimate this will come up to between 250 and 300 a year of the same type of integral. This does not mean that there is a reluctance to meet the needs of specific markets. The UK is still the only country which

producing very special Futura variants for unusual purposes and this continues. Camping coaches and satellite coaches have been built in the past but today the demand is more likely to be for band buses. Customers can choose to have Bova build the entire vehicle or a shell can be supplied for others to complete. Team and VIP coaches are also popular, two 15m examples having recently been supplied to German ice hockey teams.

## Secondhand

Two of Bova's core competencies have already been mentioned, the third - perhaps surprisingly for a new vehicle



**Increasing use is made of GRP mouldings bonded into position.**



# Manufacturer Focus

others.'

As Bova penetrates deeper into a growing number of markets demand may change. 'If we went to North America and they wanted Detroit Diesel and Allison we could do it,' said Marc.

## Production

Production began on the current site as recently as 1977 following a move from small premises in the centre of Valkenswaard. The first building erected, known as Bova 1, is in the process of refurbishment and it is here that the framing process is carried out. The Bova 2 unit followed in 1987.

Despite the range of variants, only three main jigs are required. The 12.7m and 15.0m models share the same wheelbase as do the 12.0m and 13.5m models and each wheelbase shares a jig. The third jig is dedicated to 12.0m because the bulk of demand is still for this length of vehicle. Pre-assembly stations are used for the front, rear, side panels and roof section, the latter being steel framed with a one piece GRP panel bonded to it. Once the frame is complete but before panning has started, the vehicle is taken to the paintshop where it receives a polyurethane protective coating. Everything below the coach floor is corrosion resistant being either coated, wax injected or made of either GRP or aluminium.

Throughout the build process an increasing amount of bonding is employed to overcome the need for drilling which can compromise anti-corrosion protection systems. This extends to the use of mouldings glued into the frame for some sidelockers and bulkheads. Not only are these more efficient to produce, they are lighter.

Touring the plant there were quite a number of vehicles destined for UK customers in build. Not only were there coaches for Britain, a number of British workers have also been recruited. A recent innovation which started in Bova 2 and has now been introduced in Bova 1 is a system of self-steering teams. In both factories there are people responsible for seeing each coach through the plant. They look at each vehicle through the eyes of the customer, checking that all aspects of quality are up to



**A Futura FHD destined for the UK.**

scratch and the documentation is completed. They are additionally charged with making sure that the customer's wishes are met.

Many manufacturers have ceased producing their own seats but this is not the case at Valkenswaard where seats continue to be manufactured and trimmed in-house. Trimmed in Holdsworth moquette, they are taken to the lines by means of a rail system to minimise handling. I saw some completed vehicles with sets of untrimmed seats in them and was told that some importers build stock vehicles but do not wish to select a moquette until a sale is made. In these circumstances untrimmed seats are installed to ensure that everything is supplied in time, and the seats removed and trimmed at a later stage.

Once a vehicle is complete it is driven for between two and three hours to check that everything is in order. It then undergoes a thorough pre-delivery check before final valeting is carried out.



**The eight paint bays have been extended to accept 15 metre vehicles.**

## Future developments

No one would expect the company to give too much away about its future model development plans although the directors did restate their long held position that the company would not be building on chassis. They added, 'The Futura will see the year 2000 if that gives you any clue. It's no secret that we are constantly working on the models within the framework of keeping the qualities and distinctiveness of the Futura and still modernising it.'

It is in the market rather than the models that the directors anticipate the major upheavals. Marc commented, 'We are convinced that throughout Europe the total landscape of the bus and coach industry will change in the next five years. The big automotive companies will have to decide what to do with their bus manufacturing divisions. They are all moving, and as they are the big players, it has an enormous impact. We do not pretend to know better than them, but we are certain it will change.'

## The UK

The UK has been a very important market for Bova and though it is not now as crucial as it was in the early 1980s, when the UK took over half of Bova production, it remains the third biggest after France and Germany. Marc commented, 'We would like to continue being market leader among the integral manufacturers. We aim for a position of about 5% of the total coach market in the UK, though we are always looking to develop it and would not necessarily

stop there. It is a chassis dominated market but we see that the original bias of operators who think that a chassis is a more rigid proposition than an integral is slowly but surely going away.'

Rik Pronk agreed on the importance of the UK market to Bova. He added, 'It is one of the reasons we have put in a service inspector to liaise between customers and the factory. We want to ensure our service level is at the highest possible point. It means we have to react quickly. An operator wants to talk to someone in his own country, who he can deal with and get a decision from the factory. He can say yes or no on warranty matters. People like short, direct communication lines.'

'I think it is a feeling, rather than a hope, that the UK is becoming more a part of Europe in its buying patterns. A lot of UK customers want products that European customers can have. Why would National Express take 12m coaches when it could have 13.58m?'

## Summary

Talking to the Bova management it is clear that it isn't only the product range that is focussed, the team know exactly where they are in the market and are concentrating all their energies on maintaining and developing this position. Bova's recent history has been eventful but the difficult times have provided lessons that have been well learned. Being a niche player is, as Marc Hendrikse admits, risky. By constantly refining the product, paying careful attention to the manufacturing process, looking after the customers and ensuring that quality in all parts of the operation remains high Bova is minimising the risks and putting itself in a good position to continue growing.

## By Stuart Jones.



**Export markets account for over 90% of Bova production. This Futura FHD had been sold to a Yugoslavian operator.**



# Operator Focus

## Universitybus Building a market

Universitybus Ltd is owned by the University of Hertfordshire based at Hatfield. The bus company provides a network of routes across the centre of the county linking the university's disparate sites with major population centres and transport interchanges. Its unusual status, and the fact that it offers scheduled services to the community as a whole, has projected it into the lime-light both inside and outside the industry, not least because of the innovative way in which it has built its network. Yet as Philip Waters, University Deputy Registrar and Director of Universitybus, pointed out to B&CB recently it's only really been other operators that have questioned the university's involvement. His view is that for the students, staff and residents of Hertfordshire it was a logical and much needed development in filling gaps that had historically existed in the county's public transport network. Student movements have laid the foundations for what is a commercially viable network that benefits everyone.

Core operation is the 600/602 which gives a half hourly frequency between



**One of the Wright bodied Dart SLFs loads at Hatfield Campus.**

Welwyn Garden City and Watford via St Albans. Increased loadings have been aided by integrating the Hertfordshire County Council route 311 contract. However on its 600 series routes the company's vehicles can be found as far afield as Hitchin in the north, Harrow in the south or Hemel Hempstead and Hertford, west and east. Timetables have been steadily built up so that Hatfield Campus is now linked with amenities in St Albans every 15 minutes for much of the day. In addition Universitybus operate the B9 Borehamwood local service on Sundays, the HA1 Harpenden town service

Monday to Saturday and the 330/340 between Welwyn Garden City and Hemel Hempstead is covered Monday to Saturday in the evenings.

The company's development has been dramatic since its inception in 1992. Then it was part of UH Ventures, a university owned company that has a range of commercial interests including research and consultancy. The university also has a range of other 'commercial' trading operations including security, catering and accommodation. Universitybus was formed as a separate company in August 1994 and today

has a fleet of around 35 vehicles. Originally based at a small wooden garage in Wall Hall Campus, one of the university's principal sites, it now operates from spacious premises within the former marketing hall of British Aerospace in Trident Avenue off Comet Way, Hatfield. As well as office accommodation and a staff kitchen, undercover parking is available for most of the fleet, and space to carry out a full range of in-house engineering. Adjacent parking has been a source of additional revenue following the securing of a contract from London Buses to maintain its reserve fleet of 30 Routemasters. Since the completion of that task, the site has been used to store sales stock for Metroline Travel, one of the former London Buses subsidiaries.

In May 1995 Michael Finn was appointed Universitybus General Manager. Michael started his career with Trent as a NBC management trainee and took up his new appointment from Luton & District where he had been High Wycombe Commercial Manager. He is one of the new breed of 'hands-on' bus managers. Enthusiastic about the future of public transport, he has a natural empathy for both his staff and passengers. Working hard over the past three years to instil and develop best practices from the industry, he believes that the challenge now is to keep up with standards set by the big groups which have done so much to improve their own performances in recent years. The company employs a fleet engineer, traffic manager and four inspectors who, as well as providing relief driving cover and monitoring vehicle and driving standards, also handle calls to the freephone Universitybus travel hotline.

### Fleet profile

The majority of the Universitybus fleet are



**Universitybus bought the first Wright Crusader Foline Dart SLF.**



# Operator Focus

Dennis Darts. Eight are standard floor 9.8 metre models with either Carlyle, Wright or Marshall bodywork. The most recent additions are twelve 10.8 metre Wright bodied Dennis Dart SLFs bought over the last few months, and include the first Foline Crusader which had been in service for about three weeks prior to B&CB's visit. The additional cost of the low floor buses was met by Hertfordshire County Council and they are primarily used to provide a full low floor service on the key 600/602 routes. Average age across the fleet is just four and a half years.

The company attracted considerable interest in 1994 when it purchased four American-built Blue Bird buses seating 51 with standing capacity for a further 20 from the AW Group, Ratby. Philip Waters pointed out that in the very early days the company had 'operated with what it could get.' However it has always tried to maintain an open mind when it came to vehicle procurement, be actively prepared to consider new concepts, and wanted to buy new. The Blue Birds offered an impressive list of safety features and seemed to be ideal for a student based market. However they proved to be unreliable on inter-urban services, a problem compounded by extended down time waiting for parts from America.

The buses have since found a niche working on school work, the kind of work for which they were originally designed. Universitybus has four routes numbered in the 800 series linking How Wood and Sandringham School, Colney Heath with the Dame Alice Owen School at Potters

Bar, Borehamwood with Townsend School and Dunstable to Nicholas Breakespear School. One Blue Bird can also usually be found on the P1 University Park and Ride which operates throughout the day. It connects the main Hatfield campus with a large car park about half a mile way on the British Aerospace site adjacent to Universitybus's premises. Only limited on site



**Universitybus's spacious engineering facilities.**

parking is available at the main campus and this is restricted to staff, third year and post-graduate students. The Blue Birds have also offered useful capacity on contract work and the company's programme of day excursions.

Private hire is a small but important part of the business. Two Reeves Burgess bodied Mercedes minicoaches are in the fleet alongside

three Mercedes midibuses which also see some local service use. Full size needs are met by a Berkhof bodied Volvo B10M 49 seater which was joined on the day of B&CB's visit by a 53 seat Dennis Javelin with automatic gearbox. Collected by Fleet Engineer Derek Watson, it had been bought from Eastwoods in Birmingham. The L-registered Plaxton Premiere 320 had worked for

refurbished last year. Reflecting its desire to see what was available in the market, Universitybus took a Leyland National Greenway in 1992 which remains in the fleet. At that time other Nationals were operated but as Philip pointed out, such has been the investment by operators in new low floor buses, few Nationals remain in service within Hertfordshire. In 1995 the company also bought the first two Mercedes OH1416 Urbanrangers which carry 47 seat Wright bodies. A Marshall Minibus works the Harpenden town service for Hertfordshire County Council under a similar contract to the PB1 Potters Bar town route operated by MTL London using the same type of vehicle. The additional cost of buying a low floor was funded by the council.

Peak time loadings on some of Universitybus's routes are heavy. Although the Wright Crusader bodied Dart SLF is an ideal vehicle for most of the company's local service needs, Michael and his team are also considering heavy duty 12 metre citybus options for the future.

## **A new approach**

As Philip Waters explained the university's decision to establish its own bus company in 1992 was a response to the needs of the time. In 1992 what had been Hatfield Polytechnic was set to receive university status and an influx of 15,000 students per academic year. The polytechnic had itself merged with Wall Hall College at Aldenham in 1985. As well as a centre there, and two in Hatfield, the new university had a Hertford campus and had established links with colleges in Watford.



**The ex-Metropolitan Police Dennis Javelin.**



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# Operator Focus

Historically, with its close proximity to London, public transport within Hertfordshire has developed on a north-south axis. However staff and student transport needs ran across the county and there was no network in place to meet their needs. The problem had been compounded by the disappearance of a bus using culture within the county and some of the highest car ownership anywhere in the country. What is more, large numbers of students needed to move at fixed times of day. Just as a company recognises the need to develop business, so the university understood that is long term viability depended on the right kind of public transport being in place to serve its facilities, non of which could sustain unrestrained car use even if that had been an option for many students.

Senior management looked at the resources and experience that were in-house. They decided that the university's own small fleet of buses, originally inherited from Wall Hall College, could

form the basis of a commercial operation. However, for it to be self financing, it needed to be a public service generating fare paying passengers as well. If the university had not already had limited operating experience to draw on, the option would not have been pursued. However, 'Once you are committed, it develops a momentum of its own,' observed Philip. The university could see where the market was going. The option of developing a net-

work with an existing operator was not taken up. 'We did not like what the market was offering at that time,' pointed out Philip who did not feel that there was sufficient understanding of the university's likely needs.

## Standing alone

The university drew on the expertise within its own departments in the same way a business would. However, recognising the importance of relevant skills from the indus-

try when Universitybus became a separate company, it recruited first Michael Finn and later Derek Watson. At board level it appointed Gordon Tennant, Commercial Director of Metroline Travel. Prominent local businessman and the first Universitybus Chairman, Jo David, is also a member of the University's Board of Governors. More recently the university's deputy chief executive, Dr, Tim Wilson has taken over as chairman.

'Universitybus has to continually demonstrate that it is worthy of our support,' Philip continued. 'We are careful to benchmark all the time so that we can demonstrate that we are providing value. The network has to be self supporting.' Universitybus has to tender for the university's work each year. Although this is not open to competitive tender, Philip explained that, as the bus company's owner, the university has access to its books and so can scrutinise its activities in detail to check that value for money is being delivered. It can see what



A Marshal Minibus is used on the Harpenden town service.

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53 seats, tinted windows, power door, finished white/orange. M.O.T SEPTEMBER 1998

### DENNIS

**1992 DENNIS JAVELIN 11M DUPEL 320**  
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53 reclining seats, seat belts to all seats, finished all white. M.O.T. MAY 1998

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# Operator Focus

industry costs are while at the same time monitoring tender prices on local routes. These figures can then be set against the market test undertaken in 1992 when the possibility of establishing a network with an outside operator was under consideration. 'These references give us a pretty good idea of what things should cost,' concluded Philip. The same criterion applies to network development.

Although fares for the general public are in line with other local operators, Michael explained later that student fares, currently set at a maximum 60p single on production of a university identity card, are based on the operational costings presented by the bus company. The university does not subsidise fares paid by students and staff on the bus. However it does make up the projected loss of revenue on term or annual tickets bought at university receptions and the Hatfield campus cashier's office. The free Park and Ride, with the specific objective of containing car use at Hatfield campus, comes under a separate contract.

Both Philip and Michael emphasise that Universitybus is about growing the market for all. Like other operators in the county, the company is doing its best to change the car culture and support the TravelWise awareness campaign developed by Herts County Council and has recently joined the Hertfordshire Bus and Coach Operators Association. The university is a member of the Business TravelWise initiative.

However, this is not to say that the company has not been in competitive situations. The need to link educational sites in Watford led to the development of two routes in the town. Philip acknowl-



**The Hatfield Bus Link in College Lane.**

edges that the market potential of the services which linked north Watford estates with the town centre soon became apparent and it was not long before The Shires responded with their own services. After initial competition a joint service was established with each accepting the others' tickets. However, in September last year The Shires decided it no longer wanted to continue this arrangement. Reflecting the level of co-operation that now exists, the two operators came to agreement and a small route exchange took place with the result that Universitybus de-registered its Watford services.

Philip underlined the importance of talking to the county council and other operators when it comes to developing complementary services which grow the market. This is reflected in Universitybus's timetable booklet which contains details of a service operated by County Bus & Coach where University of Hertfordshire student concessionary tickets are accepted, and some Sovereign services including the 330/340, an HCC supported Sunday service and the 366 linking Hatfield campus with Potters Bar and Luton.

Universitybus's unique position means that it is not

free to take the kind of commercial risks that might be open to another bus company. If the university is considering a new link or developing an existing service it expects the bus company to respond with a commercially viable proposal. Wayfarer 3 ticketing is a useful source of data for this. 'Everything goes through a very careful planning process,' emphasised Philip. The objective is to build something that is stable and will not destabilise any other operator. He highlighted Universitybus's need to serve markets whether it be students and staff or the general public. 'We can't afford to neglect any group,' he said.

Looking at the broader benefits of service co-operation Philip noted how expanded route coverage gives increased opportunity which impacts across the market. Several other Hertfordshire operators have introduced fare schemes for students reflecting the increased awareness of the county's growing student population. On the whole the county council has shown itself to be very pro-public transport and has helped fund low floor buses in many instances. However there is some regret that revision in its child concessionary fare scheme has led to reduced support for operators which may impact on the marginal viability of some routes.

## Other sources of work

An important contract, which comes as part of the university's nurse training programme for some north London boroughs and Hertfordshire involves significant movements of students. It's a steadily expanding area of work. Philip recalled that the university used to hire



**One of the Blue Birds at work on the Hatfield Park and Ride service.**



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# Operator Focus

coaches but Universitybus has proved to be more cost effective. Work for other colleges such as West Herts is also under undertaken.

Although the university provides the bus company with its core business, Universitybus does look for development in other areas, not least bridging the gap in transport between the LT area and the county itself. Both Philip and Michael believe there is a cultural barrier that needs to be crossed. 'Links are not as good as they should be, nor as good as in other parts of the country. We need to close the gaps,' commented Philip. Not all options will be viable but the objective is to try and identify where there is need. Evidence of this commitment are developments of the 614/615, an hourly day time link between Barnet and Hatfield campus and a recently improved morning peak service with has reduced journey times from Edgware and Queensbury. Under consideration is a link between Enfield and Hatfield via Colney Heath



**Four Marshall bodied Darts are operated.**

that would be routed so as not to impinge to a great extent on any existing bus operation.

Universitybus will tender for Herts County Council work which it feels fits within its existing business. It is also on the London Transport tender list and, although it has not yet secured any work, clearly feels that there is a will within LT to extend the number of operators on London work. Philip reiterated the bus company's sensitive position within society as part of a respected academic institution. It can't be seen to risk its own or the university's reputation. The rate of return on new work must be right. 'We are hyper sensitive as to what people think. People can have a go at us,' he observed. In relation to other operators he was clear that Universitybus could not afford to unduly upset them. 'We will only have a secure long term future in partnership with the county and other operators. There are one or two gaps we want to close. We are at opti-



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mum size.'

## Quality driven

Michael Finn emphasised the importance of a quality bus operation in providing an alternative to the car. He defined this as clean easy access buses, smart well-trained staff, convenient services and easy access to information. The company's well produced and easy to use timetable booklet is a very good example of this. 'Students are a very demanding market,' he said. Both Michael and Philip recalled the way that the industry had changed around 18 months to two years ago with the move towards low floor buses. The way forward seemed much clearer in terms of vehicle procurement and this has been confirmed by driver and passenger reaction to Universitybus's low floor Darts.

Michael observed that there have been complaints when one of the spare Dart SLFs has stood in for a standard bus. Passengers want to know why they can't have the low floor bus all the time. Disabled groups also complain as to why they are not getting low floor buses on their local route. However wheelchair use is very low. 'The SLF has changed the



**Universitybus was originally based at Wall Hall, where one of the fleet of Hertfordshire College of Higher Education was photographed in the early 1980s.**

market beyond all recognition,' said Philip. Commenting on the new Wright Crusader Floline body he said, 'increasing the total low floor area definitely improves peoples perception of accessibility.'

Support from the county council has extended beyond the partial funding of low floor buses. The Hatfield Bus Link in College Lane with its bus gate, a lowering and raising bollard, restricts access to the Hatfield campus to buses along this corridor. Plans are in hand to develop the



**A Wright Handybus bodied Dart.**

Hatfield campus interchange with monitors giving route information and additional bus shelters. The road layout will be redesigned to allow buses easier access to the stands. Philip acknowledges that the university's connection with Universitybus has given it a voice in local transport policy that it might not otherwise have had. 'There is the opportunity to be involved in a wide range of transport issues, many of which have been incorporated in the university's transport document,' he said.

With the Government's White Paper pending Philip can see the role of local authorities in public transport being extended. Michael underlined the importance of councils as infrastructure authorities for the industry. If the Government gives local councils the power to levy a tax on workplace parking, employers will have to decide whether they pass the cost on to their staff or absorb it themselves. If they do the

later it could become a taxable benefit for their staff anyway. 'Authorities need reasonable powers to develop standards,' Philip argued. The entry standard into quality partnerships needed to be higher than that demanded by the traffic commissioners while both men agreed that the quality partnership model was one that they preferred.

## In the future

Michael is clear about the importance of taking the Universitybus message to its passengers. A 'contra deal' has been agreed with a local radio station which has given valuable publicity and there are plans to extend both route advertising and promoting the university's services on the buses themselves. Other initiatives include more roadside publicity and the availability of bus information through the internet. The company is also keen to experiment with environmentally friendlier fuels. Environmental issues have a high profile in the student market.

An important new area under development is the use of smart card ticketing. Herts County Council has already been developing the technology in conjunction with Transmo Citycard. It launched its first scheme in conjunction with The Shires in the Hemel Hempstead area last December. The university is looking at ways of combining the data applications of its existing student cards with Hertfordshire's cards. The expectation is that a joint scheme will be introduced.

Within the company, the drive to improve standards is clear, whether it be a driver's handbook, training procedures or customer care training. When B&CB visited, Michael was looking at the question of bus cleanliness. Universitybus takes its responsibilities very seriously and it is now an established name in transport within the county.

## By Andy Izatt



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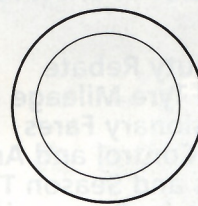
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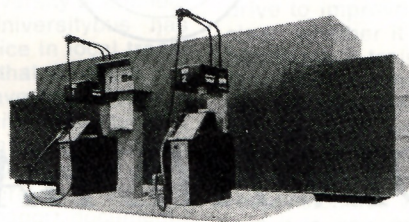
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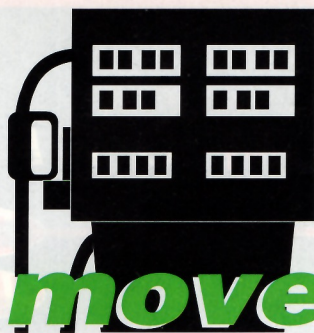
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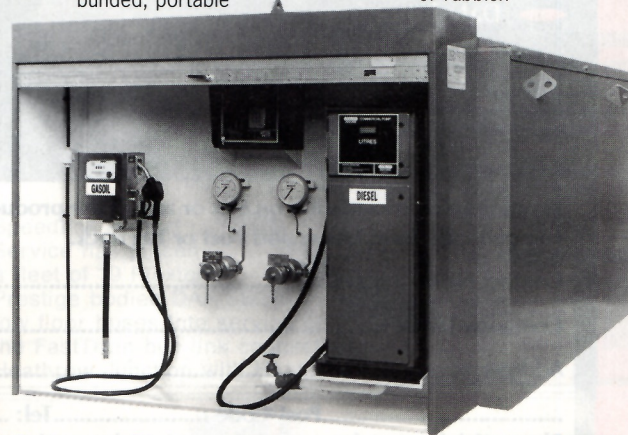


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## Flights invest in Plaxtons

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## Mercedes for Oare's

Oare's Coaches of Holywell has taken delivery of its first new vehicle, a Mercedes Vario with Plaxton Beaver 2 body. It has been purchased for the Holywell Hoppa, a new local service contract which the company has won from Flintshire County Council.

With the security which a five year contract gave, brothers Wayne and Mark Oare felt it was right to invest in a new bus. Their coach has been built with 33 coach seats and overhead luggage racks to make it suitable for local private hire work in the evenings and on Sunday. The rear is unglazed, releasing additional space for a signwriting.

Oare's Coaches runs 19 vehicles and was founded 20 years ago by Wayne and Mark's father, George.



Speedlink Airport Service has placed a fleet of 19 Plaxton Prestige bodied DAF SB220 low floor buses into service on the FastTrain bus link connecting Heathrow Junction with Heathrow.



Kirkby Coach & Bus has supplied Derbyshire's oldest established coach firm, Hulley's of Baslow with a Plaxton Premiere 320 bodied Dennis Javelin. The 53 seater joins a 15 strong fleet and is the first new coach bought for 40 years.



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**87 DAF LAG PANORAMIC**, ZF 6 speed gearbox, 49 R&C, video/2 monitors, radio/PA/cassette, drivers' bunk, drinks machine, continental door, refrigerator, Telma retarder, centre sunken toilet and full seat belts  
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**All vehicles fitted with seatbelts and power doors**

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53 recliners, toilet, PA/stereo, white unletered, MoT 29/8/98, seat belts, one owner  
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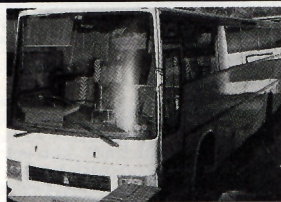


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*Very low mileages for year.  
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1982, 79 seats, MoT 1/7/98

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*BOVA & LAG HAVE LAP BELTS FITTED  
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49, 51 or reduced configuration including tables, toilet, servery, overhead lockers, ZF S685 manual gearbox ABS, 3 piece windscreen, destination.

CHOICE OF 2

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OFFERS

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BCB/447/2933/FC



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# COURT

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### 1990 SCANIA K113 VAN HOOL

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MoT May '98

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Volvo B10M  
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All are ex-touring  
coaches in excellent  
condition

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bus, side seated + lug-  
gage area, full PSV

### BLYTHSWOOD MOTORS

0141 221 3165  
0141 639 6107 (eves)

BCB/447/2796/FC

Y REG (82) LEYLAND  
ATLANTEAN  
DOUBLE DECKER,  
s/a, 75 seats, tested,  
all new tyres

81 BRISTOL VOR,  
Gardner low bridge, 75  
seats, new test

### Blythswood Motors

TEL: 0141 2213165  
0141 639 6107 (EVES)

BCB/447/2795/FC

1993 L MERCEDES 609 18  
FULL SIZE COACH  
SEATS, 2 x 1 configuration,  
exec coach, tables, video,  
some recliners, 3 point  
belts, 150 kms, recent test,  
Crystal conversion, fully car-  
peted .....£25,000

1979 DAIMLER FLEET-  
LINE, gold cond, tested to  
June.....£3,000

01582 477200  
0467 493237

BCB/447/2797/FC

1995 VOLVO B9M VAN  
HOOL ALIZEE, 36 seats,  
rear toilet, servery with  
water boiler and fridge,  
MoT Jan 1999.....£122,000

1995 VOLVO B10M VAN  
HOOL ALIZEE, 53 seats,  
rear toilet, water boiler,  
continental door, MoT Jan  
1999.....£126,000

Tel: 01505 850456

BCB/447/2787/FC

## 2 MEN FOR SALE

### MAN SR280 1981

53 re-trimmed seats, belts, PP

### MAN SR280 1982

48 seats exec, wc, hot water,  
servery, wired for TV and  
video, belts, PP

They get lonely apart hence  
£20,500 the pair or  
£10,750 each

Tel Alan 01483 560567  
or 0410 470063

BCB/447/2891/FC

DAF DHTD - 1988, F, low driver, excellent condition, 53  
seater standard, MoT Aug 98.....£43,000

DAF MB 2300 - 1986, E, PLAXTON PARAMOUNT  
3200, 52 seater standard (with toilet), MoT Feb 99 .....  
£35,000

DAF MB 230 - 1987, E, PLAXTON PARAMOUNT 3500,  
51 seater executive, MoT Dec 98 .....£45,000

DAF SB 23000 DHS SD SALOON - 1985, C, 49 seater  
executive or 53 standard, (demountable toilet), MoT Feb  
99 .....£30,000

(01744) 851118

BCB/447/2888/FC

1991 FREIGHTROVER DIESEL,  
crew bus .....£3,500

1987 DODGE REEVES  
BURGESS, 25 seater. ....£1,900

1984 LEYLAND TIGER JONCK-  
HEERE P50, 53 seater. .£22,500

1983 LEYLAND TIGER PLAXTON  
PARAMOUNT 3500, 49 seats + toi-  
let. ....£19,950

1983 NEOPLAN JETLINER, 49  
retrimmed seats, centre sunken toi-  
let. ....£18,500

1983 FORD PARAMOUNT 3200,  
49 seater .....£6,000

1983 LEYLAND LEOPARD  
DUPLÉ DOMINANT II, 53 seater .  
.....£8,000

1982 FORD R192 WADHAM  
STRINGER SERVICE BUS, 35  
seater. ....£1,750

1982 FORD R192 DUPLÉ DOMI-  
NANT, 35 seater. ....£4,750

1981 B10M GOLDLINER, 53  
seater. ....£10,000

1981 VOLVO B58 DUPLÉ DOMI-  
NANT II, 53 seater. ....£7,000

1980 LEYLAND LEOPARD  
DUPLÉ DOMINANT II, 57 seater .  
.....£4,000

W REG VOLVO B58 VIEWMAS-  
TER, 50 recliners .....£11,500

01676 541110/540282

BCB/447/2601/FC

## FOR SALE BY OPERATOR DUE TO FLEET UPDATE

1996 (N) MERCEDES SPRINTER  
412 D, 16 str, luxury spec, 2 tables,  
Olympus conversion, air con, 60k  
miles.....£22,995 + VAT

1995 (N) MERCEDES 410 D, 13 str  
executive, huge boot **SOLD** 100k miles.  
.....£19,995 + VAT

1995 (M) MERCEDES 410D, 11 str  
with tables, huge boot space, air con,  
70k miles.....£18,995 + VAT

1994 (M) MERCEDES 410D, 16 str,  
Olympus conversion, air con, 85k  
miles.....£19,995 + VAT

1992 (K) MERCEDES 410D, 15 str,  
new conversion.....£10,995 + VAT

1990 (G) TRANSIT 190 LWB  
DIESEL, **SOLD** 190 LWB  
chair, tail lift.....£4,995 + VAT

1989 (G) TRANSIT 190 LWB  
DIESEL, 12 seats, luxury spec.....  
£4,595 + VAT

1989 (G) MERCEDES 408 D, 12 str  
+ luggage pen, low mileage.....  
£6,995 + VAT

All vehicles unwritten in white.  
Service history. Taxed & tested,  
P/X CONSIDERED, PICTURES  
AVAILABLE

01895 230643 HEATHROW

(Office hours)

BCB/447/2893/FC

## BOOMERANG BUS CO

LEYLAND TIGER 245, 1981 Plaxton  
Supreme, 53 seats (belted), semi auto, air  
door, Bristol dome, new test 04/99.....  
£9,750 ono

BEDFORD YMP5 (SHORT YMT) 1981,  
Dom IV, tinted windows, 53 seats, (belt-  
ed), air door, new test.....£5,500 ono

F ROVER (ISUZU 2.8 ENGINE), 1988,  
Carlyle II, 20 seats, 150 kms, various avail-  
able, with test.....£4,000 each ono

RENAULT MASTER T35 1988 VAN  
CONVERSION, 15 coach seats, luggage  
racks, carpet, TV, Video box, large boot,  
test 07/98.....£3,950 ono

All above vehicles in current daily use,  
part ex suffered

Tewkesbury

01684 292108

BCB/447/2930/FC

## 1987 LEYLAND DOYEN

49 recliners, tinted windows, centre toi-  
let, radio/PA, wired for video, tested  
until March 1998, replacement Leyland  
260 Tiger engine fitted 1997

£19,850 + VAT or Offers

### 1989 IVECO 49.10 DAILY

25 seat minibus, tested October 1998,  
PSV spec including seatbelts fitted

Offers Required

### 1988 FREIGHT ROVER SHERPA

16 seat minibus, PSV tested December  
98, seatbelts fitted, painted white

Offers Required

### G. ABBOTT & SONS

Tel: 01677 422579

BCB/447/2929/FC

## Workshop Clearout

SPACE NEEDED ALL **MUST  
BE SOLD**

Bedford Spares, including 3 x 500  
engines fmax gearbox etc etc.....£500 ono

Leyland Cub, brake part etc .....£Offers

Leyland Doyen body panels and trim etc  
.....£Offers

Optare City Pacer axles.....£Offers

### Boomerang Bus Company

01684 292108

BCB/447/2931/FC

## EMBLINGS EUROPEAN COACHES

Due to fleet upgrade we have the following vehicles for sale



SCANIA 113  
CRB VAN  
HOOL ALIZEE  
SH 1990

49/53 demountable, reclining seats + courier seat, alloy wheels,  
Telma, double glazing, curtains, centre carpet, fridge, water boiler,  
TV monitor, video, toilet, seat belts, exterior white, red & blue, 12  
months MoT, owned by us from new.  
£79,950 + VAT



VOLVO B10M  
PLAXTON  
1987 PP  
PARAMOUNT  
3500

49 reclining seats + courier, seat belts, Telma retarder,  
double glazing and curtains, rear sunken toilet, centre  
gangway carpet, exterior base white, 12 months MoT.  
£44,950 + VAT



2 X 1984 (PP)  
BOVA  
FUTURAS  
FHD

49 recliners + courier seat, double glazed, centre sunken toilet,  
curtains, drivers berth, centre carpet, drinks machine, TV, video, seat  
belts, exterior white, red, blue, 12 months MoT.  
£30,000 + VAT

Contact John Embling Tel: 01945 450253/450210 (Cambs)

BCB/447/2799/FC



# CLASSIFIED

**TELEPHONE 01775 711777 FAX 01775 711737**

**TO ADVERTISE IN NEXT WEEK'S ISSUE RING US NO LATER THAN 1 O'CLOCK TUESDAY**

## ACCESSIBLE VEHICLE

### FORD R1114 PLAXTON SUPREME IV

47 seats or 6 wheelchairs and 31 seats, 1981 (W) with Ratcliffe side lift, engine only 50,000 miles, no MoT

**Hence Price**

**£2,750 + VAT ono**

**Phone: 01702 434399 (Essex)**

BCB/447/2761/AV

### TALBOT EXPRESS FREEWAY

#### 16 SEAT DIESEL MINIBUS

1989 (F Reg) with Ratcliffe tail lift, MoT to May 1998

**£5,500 ono**

**Ring Clintona Minicoaches**

**01277 215526**

BCB/447/2917/ACC

## AEC

**AEC 760 PLAXTON SUPREME**, 55 seater, 12 metres, good engine, tyres, will re-test, **£1,750 ono No VAT**. Tel: 01992 624905 (North London).

BCB/447/2597/AEC

**AEC 1979 VAN HOOL 760**, 6 speed, 53 seats + Crewe, belts fitted, in good condition, stereo/radio/p.a., good engine, PP, used daily, white, MoT Oct '98, **£3,500 + VAT**. Tel: 01949 837526.

BCB/447/2600/AEC

## BEDFORD

**1980 BEDFORD YMT**, 53 seats, very clean + tidy, power door, 12 months MoT, seat belts, **£3,500 ono + VAT**. Tel: 01527 510014 Day or 500183 Eves.

BCB/447/2853/BED

**1978 BEDFORD YLQ**, 45 seats, power door, MoT October '98, tax February, no signwriting, very good condition, **£2,000 + VAT**. 01773 836563.

BCB/447/2596/BED

**1980 BEDFORD PLAXTON**, 45 seater, MoT March '98, plain white, **£3,750 + VAT**. 1976 **BEDFORD PLAXTON**, 45 seater, MoT Oct '98, **£2,000 + VAT**. Tel: 01874 711846.

BCB/447/2809/BED

**1978 BEDFORD YMT AUTOMATIC**, 61 SEATER DUPLÉ DOMINANT SERVICE BUS, MoT March '98, clean, Lam screens. Offers. Tel: 01476 860232.

BCB/447/2793/BED

### 1979 BEDFORD YMT 500 53 SEAT COACH

Fitted with seatbelts, new clutch and gearbox, excellent condition

**£4,000**

**including VAT ono**

**01226 288803**

**Mobile: 0797 0801851**

BCB/447/2453/BED

## BEDFORD

**1977 BEDFORD PLAXTON SUPREME**, 53 seats, air door, MoT August '98, **£2,250 + VAT**. 01277 354040.

BCB/447/2874/BED

## BOVA

**1986 BOVA FUTURA** with demountable, 49/53 seats, owned from new, tested till June, **£32,000 + VAT ono**. Tel: 01977 79738.

BCB/447/2574/BV

## BRISTOL

**1975 BRISTOL LH**, 53 SEATS, 10M DUPLÉ BUS, air door, 10 months MoT, **£1,000 + VAT**, Tel: 01548 853081 (Devon).

BCB/447/2756/BR

**1981 VRT GARDNER**, ECW, low height 74 moquette seats, MoT 11/98. ~~£4,060~~ **£3,950 + VAT**. 0831 234616 or 01761 415456 EVENINGS.

BCB/447/2599/BR

## BUSES FOR HIRE

**25 SEAT SERVICE SPEC. MINIBUSES FOR HIRE** from 25 pounds per day or 150 pounds per week. Phone: 0121 558 0087.

BCB/447/2890/BH

## DAF

**X REG DAF MB200 SUPREME V**, 53 belted recliners, taxed end July, sold with new MoT. Contact Gary Johnson on 01945 772477.

BCB/447/2790/DA

**1986 DAF MB230 DUPLÉ 340**, 53 seats, toilet, continental door, wired for TV & video, seat belts, very clean, MoT April '98, **£28,000**. 01924 464771.

BCB/447/2842/DA

**1982 DAF BOVA EUROPA**, 53 seats with belts, MoT May '98, **£12,950 + VAT**. Tel: 01548 830211 (Day) or 01752 788491 (Eve) (Devon).

BCB/447/2556/DA

**DAF 1987 DHTD PLAXTON 3200**, 53R seats retrimmed with belts, **£35,000 + VAT**. Tel: Roger Mott (01296) 613831 Bucks. BCB/447/2872/DA

**1984 DAF SB2300 PARAMOUNT**, 53 SEATER, all good panels, MK IV front & rear, radio/p.a., retrimmed seats, MoT Feb '99. 01342 313 888.

BCB/447/2776/DA

**1985 DAF JONCKHEERE P99 TRI-AXLE 71 RETRIMMED RECLINERS**, toilet, fridge, hot water boiler, radio/PA video, plus TV's, splitter, drivers bunk + PP, MoT June '98, vgc. **£26,500 + VAT**. 49/51 **VOLVO B10M** considered in part/exchange. 01268 711527.

BCB/447/2782/DA

## DENNIS

### JAVELIN BERKHOF 1000L EXCELLENCE

57 seater with seat belts, radio/PA, MoT, excellent condition, '95 N Reg

**£90,000 + VAT**

**Tel: 01923 213880**

BCB/447/2801/DE

## DENNIS

**NEW AND RECENT DART 9.8M + 10.6M, SLF, available for rental now**. Tel: 01625 860888 or 0836 782801.

BCB/447/5360/DE

**1988 DENNIS JAVELIN DUPLÉ 3200**, 53 rec, belts, WC, video, hot drinks, new engine Jan 1997, **£35,000 ono**. Tel: 01239 613756 or 01239 820751.

BCB/447/2867/DE

### 1988 DENNIS JAVELIN

8.5m, 35 seater, Plaxton Paramount, leaf suspension, excellent condition, MoT Dec '98 **£35,000**

### JOHN LEASK & SON

ESPLANADE, LERWICK, SHETLAND, ZE1 0LL  
**TEL: 01595 693162**

BCB/447/2877/DE



### 1993 DENNIS JAVELIN

10 metre, 40 seat Wadham Stringer Vanguard II D.P.Coach, New C.I.F., ABS brakes, front disc brakes, air suspension, autolube, Eberspacher water/saloon heater, air conditioning, new painted - 2 pack white, has been tilt tested for up to 48 bus seats and 22 standees, very low mileage.

**CHOICE OF 4**  
**£37,500**

**TELEPHONE: 01925 766465**

BCB/447/2287/DE

## DODGE

**FOR SALE, DODGE 1986**, 39 seater, Vanguard body, MoT June, tax Sept, **£2,200 ono**. 01974 202495.

BCB/447/2876/DO

## DOUBLE DECKER

**1979 LEYLAND ATLANTAN**, 74 seats, good condition for year, recon engine, new MoT, Feb '99 taxed, **£5,500 ono**. Tel: 01440 702257 (Suffolk).

BCB/447/2479/DD

### MCW METROBUSES

**1980-1986**

70-77 seats, Gardner/Voith, in daily use, all with current MoT  
**Prices from £8,000 + VAT**

**Also:**

**DENNIS DOMINATORS TITANS MKII LEYLAND NATIONALS** From **£5,000**  
**1982-1983**  
**01708 631001**

BCB/447/2753/DD

## DOUBLE DECKER

### 1958 LEYLAND DOUBLE DECKER

Open top, PD 2, viewing essential

**£12,000**

**ONLY GENUINE ENQUIRIES NO TIMEWASTERS**

**TEL: 0181 300 4783**  
**0956 272830**

BCB/447/2757/DD

## FORD

**FORD 1980**, 53 seater, MoT March. **FORD 1977 PP**, MoT Nov '98. Both **£1,500 each**. **BEDFORD SUPREME** for spares or repair **£800**. Tel: 0850 252304.

BCB/447/2919/FO

**1973 FORD R1114 PLAXTON ELITE**, MoT March '98, spares or repair, will drive, **£700 with seat belts, £500 without**. Tel: 0161 7889496.

BCB/447/2781/FO

**1983 R114 TURBO DOMINANT IV**, 53 seats, power door, belts, MoT & taxed April, good condition, **£2,000**. 0181 302 2847.

BCB/447/2812/FO

**TOURNEO 8 + DRIVER**, also new Transit Taxi Bus, 8/1 w/chair + V.W. Diesel Taxi Bus in stock, + double door V.W. Taxi Bus, also Hi roof Transit 16, (early) latest, semi Hi roof Transit 16 luxury face forward, (long cube) stock. Part ex welcome. Blythwood Motors 0141 221 3165 or 0141 639 6107 eves.

BCB/447/2812/FO

### 1979 FORD DUPLÉ DOMINANT II

35 seater, tested till March '99, very good condition

**£5,200 ono + VAT**

**Tel: 0151 2261657**

BCB/447/2859/FO

## KASSBOHRER

### 1987 KASSBOHRER SETRA 215 HD

49 seater, immaculate, owner driver, full service history, MoT to February '99, full specification

**Offers**

**Tel: 01875 822862**

BCB/447/2804/KA

## LEYLAND

**1987 LEYLAND TL11 260 ENGINE, DUPLÉ 340**, 53 seats with belts, very good condition, any trial what so ever, MoT Jan '99, **£27,500 + VAT**. Tel: 01226 723361.

BCB/447/2835/LE



## LEYLAND

**1978 T LEYLAND LEOPARD DOMINANT**, 49 seats, semi-auto, MoT Sept '98, Bristol Dome, **£2,500 ono**.  
01254 238808. BCB/447/2461/LE

**1982 LEYLAND TIGER PLAXTON**, 50 seats, semi-auto, T&T, all white, **£9,000 + VAT**. **1985 TIGER 245 CARIBBEAN II**, 50 seats, semi-auto, T&T, all white, private plate, DJU 704, **£19,500 + VAT**. Tel: 01659 50322/50308. BCB/447/2814/LE

**1995 LEYLAND 400**, 16 seater, MoT Oct '98, 45,000 miles, excellent condition inside and out, **£11,000 + VAT**. 01542 882482 (Scotland). BCB/447/2902/LE

**LEYLAND DOMINANT BUS**, 1985, 27 H/B seats, power door, white ex., tested end Oct '98, **£4,500 + VAT ono**. Tel: 0191 5871702 (North East) Mobile: 0802 893140. BCB/447/2856/LE

**1977 LEYLAND LEOPARD**, 11 metre, 49 seats, Plaxton Supreme, Tiger front, very tidy, recon engine & gear box, PP, seat belts, 12 months MoT & tax, **£2,995**. Tel: 0121 355 6862. BCB/447/2598/LE

**1984 LEYLAND ROYAL TIGER PLAXTON 3500**, 49 seater exec, toilet, video, re-painted white, 1 years MoT, re-trimmed interior 2 years ago, **£24,000 + VAT**. 0181 941 3370. BCB/447/2845/LE

**LEYLAND TIGER TL11 S/A 1985 PP CARIBBEAN II**, 49 recliners, re-moquetted, TV, video, toilet, water boiler, MoT August, very good condition, **£18,500 + VAT**. 01268 711527. BCB/447/2783/LE

**1989 LEYLAND SWIFT**, 38 seats, seat belts, speed restricted, Cummins engine, very clean, MoT taxed, **£18,000 ono**. Tel: 01388 772772 (Durham). Humbles Coaches. BCB/447/2881/LE

**1989 LEYLAND CUMMINS/PLAXTON PARAMOUNT 3500**, 49 seater, rear sunken toilet, drinks machine, body and mechanics in V.G. condition  
**£57,500**  
**TEL: 01724 282255 (HORNSBY TRAVEL)**  
BCB/447/2841/LE

**1989 LEYLAND SWIFT**  
31 seats + courier, recon. engine, MoT July, would consider exchange for a coach, can be seen in Inverness or Edinburgh  
**£21,750**  
**Tel: 01463 240673 (Scotland)**  
BCB/447/2904/LE

**Leyland Daf**  
J Reg, 16 seater with lap belts, Test April 98, very good condition, 81,000 miles, sale due to loss of contract  
**£6,000 + VAT ono**  
**Contact Aled.**  
**01758 720904**  
BCB/447/2903/LE

## 1985 LEYLAND TIGER 245 DUPE CARIBBEAN II

48 reclining seats with arm rests, rear sunken toilet, courier seat, Eberspacher, double glazing, wired for TV & video, curtains

Price **£16,500**

Ref: CB/2102/01

**01909 551166**

BCB/447/2593/LE

## MERCEDES

**MERCEDES 412 SPRINTERS**, Special offer, 5 w/chairs + 3 seated or 16 removable seats, M2 tested & tail lifts also 16 M2, top luxury spec & 410 16 luxury, all immediate delivery. **Mercedes Buses & Coaches** urgently required for cash, immediate settlement. Part exchange welcome. Blythwood Motors. Tel: 0141 221 3165 or 0141 639 6107 eves. BCB/447/2810/ME

**NEW VARIO AND RECENT MERCEDES BUSES**, available for rental. Tel: 01625 860888 or 0836 782801. BCB/447/5360/ME

**MERCEDES 609 D 1990 H**, 24 high back moquette seats, power door, hat racks, large boot, tested Jan 99, **£18,950 + VAT**. **MERCEDES 307 D 1984 B**, Reeve Burgess conversion, 12 H/B seats, brown moquette lap belts, radio/cassette, white ext, tested Feb 99, **£2,500 + VAT ono**. 0191 5871702 (North East). BCB/447/2857/ME

**MINICOACH MERCEDES 814D AUTOBUS 1993**, 25 reclining seats, drinks & video, power door, very nice condition, **£29,950 + VAT**. Tel: Roger Mott (01296) 613831 Bucks. BCB/447/2871/ME

**MERCEDES VARIO**, luxury coaches, ZF box, coach built, 33, air door, forced air & reading light, carpeted, in stock, **£65,000**. **Mercedes Buses & Coaches** urgently required for cash. Part ex welcome. Blythwood Motors Tel: 0141 221 3165 or 0141 639 6107 eves. BCB/447/2811/ME

**MERCEDES 609D 'E' REG PP**, white, 21 luxury high backed seats with three point inertia belts, luggage racks, very large boot (ideal airport transfers), PSV rested till December '98, VGC, **£9,500 + VAT**. Tel: 01308 421106. BCB/447/2866/ME

**MERCEDES SERVICE BUSES AVAILABLE NOW**, Vario, manual and auto with Telma, 33 and 29 seats Plaxton 29 with 97 DipTac floor and step height, air suspension. **ALL COACHES FROM 37 SEAT AIR SUSP. 2 ONLY SPRING SUSPENSION**, 33 Vario with semi Hi seats, service spec, (early) 29 seats, 25 seats, 24 seats, 16 seats, all for immediate or very early delivery. Part ex welcome. Tel: Blythwood Motors 0141 221 3165 or 0141 639 6107 eves. BCB/447/2814/ME

**1996 MERCEDES 814 PLAXTON BEAVER**  
33 seats,  
test Feb 1999  
**0141 9518888**  
BCB/447/2864/ME

## MERCEDES

**1984 (PP) MERCEDES 608D**, 19 Hi-back coach seats, fitted seat belts, rear boot, long MoT and tax, recently resprayed, good condition, **£2,950**. 0115 9205305 or 0378 524800. BCB/447/2915/ME

**MERCEDES 814D TURBO 1995**, 33 seater, coach spec, air brakes, large boot, excellent condition, new test .....**£45,000 ono + VAT**

Will P/x 80/82 coach

**MERCEDES 608D 1986**, 25 seater, coach spec, MoT Aug 1998, vgc, recent engine rebuild .....**£3,750 ono + VAT**

Tel: 0141 647 9191

BCB/447/2282/ME

## MERCEDES 814 D/P (AUTOBUS)

With 33 coach seats, J reg, luggage racks, recent new engine fitted, VGC, full service history, one owner from new  
**£26,000 OVNO**  
**TEL: 01978 860701**  
BCB/447/2469/ME

## 1995 (N) MERCEDES 410D ONYX

16 seat conversion, Blaupunkt stereo/PA, TV/video, two roof vents, skirts, wheeltrims, small boot, easily converts to 12 seater with huge boot, towbar, marker lights, Tacho, 3 point belts, armrests, Graffiti moquette trim, genuine 65,000 miles, used only on high quality work, owned from new, immaculate condition  
**£20,750 + VAT Available 1st April**

Plants Luxury Travel  
(01538) 753561 (Staffs)

BCB/447/2847/ME

## MIDICOACH

**OPTIMO MARK II 1993**, 21 seats + 1, excellent condition, only used on private hire, taxed and MoT'd, 1 colour cream, many extra's, **£26,500 + VAT**. Tel: 0171 739 5454. BCB/447/2583/MID

## MINIBUS

**LDV CONVOY P REG**, 27,000 miles, 16 seat luxury, immaculate, **£18,000 + VAT**. **FORD TRANSIT 8 SEATER**, 17,000 miles, wheelchair ramp, alloy wheels, every refinement, **£12,500 + VAT**. Tel: 01555 894392. BCB/447/2769/MB

**1991 'H' 28 SEATER 811D**  
Coachbuilt, luxury interior, power door, centre carpet, drinks trays, video/TV, radio/cassette/PA, no rear window, full height luggage area at rear, 2 owners, white, MoT October 1998  
**Price £15,950 ono + VAT**

**1988 'F' 20 SEATER 609D**  
Service bus by Reeve Burgess, white, MoT November 1998  
**Price £7,950 ono + VAT**

Ring Martin at High Wycombe  
01494 715381/712823/674656  
BCB/447/2851/ME



## MERCEDES 20 SEATER EXECUTIVE

StarRider, fully air conditioned, toilet, wash room, coffee machine, fridge, 3 tables, video monitor front & rear, 11 months MoT

**01895 253333**

BCB/447/2763/ME

## MIDIBUS

**D REG 1987, 23 SEATER DODGE/RENAULT, REEVE BURGESS SERVICE BUS**, MoT to Feb '99, taxed to July '98, excellent condition for year, full maintenance records, **£2,250 + VAT ono**. Tel: 0116 2786374 Woods Coaches, Leicester. BCB/447/2802/MID

## 1988 RENAULT 25 SEATER BUS,

fitted with seat belts, tested April 1998, good tidy vehicle fitted with taco

**£38,000 ono**

**TEL: 01768 865446**  
BCB/447/2748/MID

## MINICOACH

**19 SEATER TOYOTA OPTIMO E REG '87**, 4 cylinder, new test, certificate, new windscreens. **OIRO £6,750 + VAT**. Tel: 01323 440622. BCB/447/2924/MIN

## MINIBUS

## CONNAUGHT P.S.V.

Dealer for Autobus

SUPPLIER OF THE NOUVELLE EXECUTIF 1995/96 MIDICOACH OF THE YEAR

NEW

**MERCEDES BENZ SOLERA**, 35 seater  
**MERCEDES 814D VARIO NOUVELLE**, 29 seater  
**MERCEDES SPRINTER**, 16 seats, all forward facing

USED VEHICLES

1996 N FORD TRANSIT TOURNEO, 8 seater  
1996 (N) MERCEDES 814D, Nouvelle, 29 seater + Courier and tables  
1994 (M) REG MERC 711D, 19 seats + Courier  
1994 (L) Reg MERC 711D, 18 recliners, courier, TV/video, full exec  
1993 K MERCEDES 814D, 33 seater  
1990 G FORD TRANSIT, 14 seater with under floor tail-lift  
1990 G MCW METRORIDER COACH, 26 recliners + courier, forced air, reading lights  
1989 F RENAULT MASTER, 14 seats exc, tables, TV, underfloor luggage  
1988 F FORD TRANSIT, 12 hi-back seats and tail-lift

Telephone Steve Peach Tel: (01302) 770863/(0836) 551020  
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**AUTOBUS**

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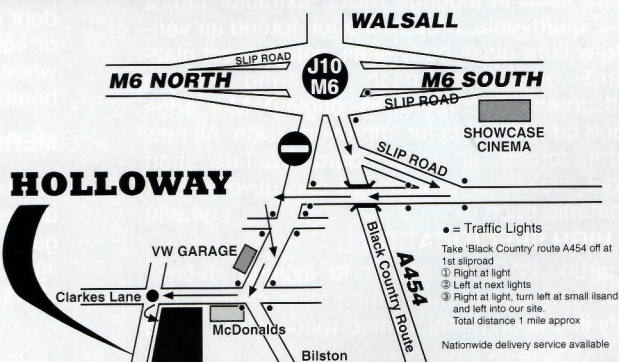
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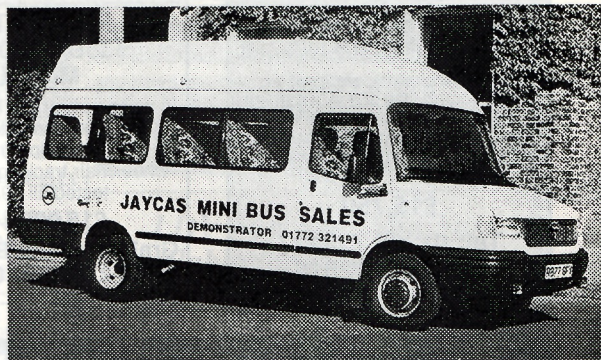
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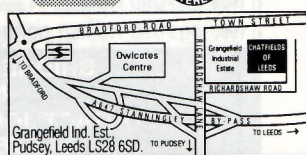
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BCB/447/2746/MB

**LEYLAND DAF 400**, J reg, diesel, 16 high back seats with belts, PCV, MoT July '98, low mileage, £6,950 + VAT. Tel: 01548 830211 (Day) or 01752 788491 (Eve) (Devon).

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**1985 C REG FREIGHT ROVER SHERPA**, 14 hi-back seats with fitted seat belts, 9 months MoT, 10 months tax, £900 + VAT. Tel: 01942 511632.

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**M REG '95 LDV 400**, turbo, 16 high back seats, 3 point belts, 43,000 miles, excellent condition, licence Aug '98, MoT Feb '99, one owner, £12,700 ono No VAT. Tel: 01770 302274.

BCB/447/2870/MB

## TOYOTA

# ERRINGTONS

## TOYOTA OPTIMO

**1991 Toyota Optimo II GL**, reclining seats, plus courier, large boot, radio/PA, full carpet, one prestigious owner from new, MoT 1998 ..... **SPECIAL OFFER**

**NEW TOYOTA OPTIMO IV, 21 SEATER**  
- IMMEDIATE DELIVERY

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BCB/447/694/TO

**TOYOTA BB30 1985/B 4 CYLINDER**, 21 seats + courier, table, forced air, curtains, seat belts, radio, p.a., good condition, in use daily, Nov '98 MoT, owner driver, £5,750 + VAT. 0181 943 3272.

BCB/447/2878/TO

## TOYOTA CAETANO OPTIMO III 1994 'L' REG

*Only one remaining*

Ex-Airport courtesy vehicle, D.O.R. 30.6.94, 205 kms, 5 speed, 6 cylinder diesel, presently 16 seater with extra internal luggage space + large boot, (plenty of scope for extra seating to 18/21 seats), individual forced air vents, lots of saloon lighting, rubber 'pimple' flooring like new, full length trimmed luggage racks, all aisle seats with hide-away armrests, power door, any trial or inspection invited, part ex considered, offered with normal MoT + 6 months tax At £26,000 + VAT YES! £26,000 + VAT  
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BCB/447/2770/TO

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51 recliners, centre sunken WC + washroom, continental door, drinks machine + cool box, wired for TV & video

**£52,000 + VAT ono.**

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**FIAT DUCATO 1990 'G' Diesel**, 12/14 seat PCV, front entrance, high back seats, new seatbelts, soft trim, heater, 80,000 miles, resprayed.....£5,500 + VAT

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Option new coach seats & seatbelts & interior retrim and refurbishment.....£9,500

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**FINANCE & EXTENDED WARRANTIES AVAILABLE**  
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### 1987 VOLVO B10M GL PARAMOUNT 3200 PP

Low driver, 45/53 recliners, double glazed, radio/PA, carpet, Telma, near side rear concealed wheelchair lift, 45 seats + 4 wheelchairs, seatbelts, MoT Nov 98, excellent condition, full service history

**£58,000 + VAT ONO**  
**01698 253091**

BCB/447/2905/SC

## VOLVO

**VOLVO B58 PLAXTON PARAMOUNT SUPREME IV**, 1980 57 seats, extensive computerised repair history. One previous owner from new, seat belts (not certified), **£10,500 + VAT**. Tel: 0151 526 8888 or 0831 486 243. BCB/447/2278/VO

**1989 VOLVO PLAXTON 3500 MARK III**, 51 recliners and crew, rear toilet and continental door, double glazed, Telma, seat belts, XWA, resprayed white, recent MoT, **£58,500 + VAT**. 0181 8430960. BCB/447/2869/VO

## SETRA

**1984 SETRA 228DT**, D/D, P/P, 74 reclining seats + courier, toilet + hostess area, 2 tables, Mercedes engine, 8 speed g/box, wired for TV, exceptional mechanical condition, many new parts, too much to list, ring for further details, full test.....**£50,000 + VAT ONO**

**1985 SETRA 215HD**, 48 seats, toilet, wired for TV and video, full test, vgc, recon diff, Mercedes engine, 6 speed ZF, any trial welcome.....**£45,000 + VAT**

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**1989 B10M GLE DEAUVILLE**, 48 seats, every conceivable extra including air conditioning, very low mileage & used on quality work only, **£63,500 + VAT**. Tel: Roger Mott 01296 613831 Bucks. BCB/447/2873/VO

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**NEW GEARBOX FITTED, 57 SEATER, MoT OCT/98, TAXED 6 MONTHS**

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**WANTED, VOLVO B10M 11M CERT, 53 SEATS**, anything considered. Phone/Fax: 01299 270265. BCB/447/2779/VO

**'78 (PP) VOLVO JONCKHEERE BERMUDA**, ZF 6 speed gear box, good engine, good overall condition, recent paint, nice interior, test March '98, 1st to see will buy, call Ray on 01709 586343. BCB/447/2779/VO

**1983 VOLVO B10M PLAXTON 3500**, 49 rec., belts, WC, video, hot drinks, Telma, MoT Nov 1998, **£30,000**. **1984 VOLVO B10M PLAXTON 3500**, 49 rec., belts, WC, video, hot drinks, MoT Feb 1999, **£30,950**. Tel: 01239 613756 or 01239 820751. BCB/447/2868/VO

**'90 VOLVO B10M PLAXTON EXPRESS LINER**, refurbished & retrimmed, new style gear box, 51 with belts, air craft lockers, Telma, curtains, PA, d/glazed, Webasto & toilet. Also '89 Plaxton 3500 & '89 B10M Algarve. P/x welcome. Blythwood Motors 0141 221 3165 or 0141 639 6107 eves. BCB/447/2813/VO

### 1986 VOLVO B10M GL PLAXTON PARAMOUNT 3500

48 reclining seats, rear sunken toilet, rear continental door, double glazing, curtains, side lockers

Ref No: CB/2101/02

**Price £35,000**

**01909 551166**

BCB/447/2594/VO

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48 reclining seats, courier seat, toilet, power door, curtains

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BCB/447/2595/VO

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- ★ 1990 VOLVO B9M PLAXTON 3200, 35/43 seats, choice of 4
- ★ 1988 DENNIS JAVELIN DUPLÉ 320, 57 seater
- ★ 1987 VOLVO B10M PLAXTON 3200, 53 recliners, Shearings spec
- ★ 1987 BEDFORD PJK 29 STR TURBO, seatbelts etc
- ★ 1987 BEDFORD YNV DUPLÉ 320, 55 seats
- ★ 1984 BEDFORD YNT DUPLÉ LASER, 53 seats
- ★ 1983 VOLVO B10M DUPLÉ LASER, 51 seats
- ★ 1980 LEYLAND LEOPARD PLAXTON SUPREME III, 53 seats
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Immaculate condition

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**£74,000 each + VAT**

All these vehicles have been owned by us from new, except the air-conditioned vehicle (\*) which came to us ex-Excelsior, and have been maintained regardless of cost. Sale prices are inclusive of the cost of vehicle respray in white prior to departure from our premises

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BCB/447/2766/VO





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49 rec seats, centre sunken toilet, double glazed side windows, water boiler, fridge



### **1988 VOLVO B10M PLAXTON 4000**

65 retrimmed rec. seats, toilet, water boiler, wired for video/monitor, Telma retarder, Int. autumn tint, Ext. white, MoT March '98



### **1990 VOLVO B9M PARAMOUNT 3200**

40 rec seats, courier seat, POD, d/g and blinds to side windows, Int orange/red, Ext orange/white, MoT Oct '98



### **1987 VOLVO B10M PLAXTON PARAMOUNT 3200**

49 rec seats, seat belts, POD, rear floor mounted toilet, destination dome. Int brown/multi. Ext white, MoT May 1998



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**1994 (M) BOVA FUTURA FHD** - 49 rec. seats, centre sunken toilet, cont. door, water boiler, drivers bunk, Int. grey/green, Ext. white, MoT July '98

**1992 DENNIS JAVELIN BERKHOF EXCEL 1000** - 53 rec. seats, courier seat, POD, Int. grey, Ext. white, MoT June '98

**1992 LEYLAND DAF 400 DORMOBILE** - 21 moquette seats, seat belts, POD, Int. grey/red, Ext. white, MoT Nov '98

**1991 VOLVO B10M VAN HOOL ALIZEE** - 53 rec. seats, with belts, d/g side windows, Telma retarder. Int. autumn tint, Ext. white. MoT Nov. 98

**1990 VOLVO B10M JONCKHEERE DEAUVILLE** - 51 rec. seats, rear sunken toilet, cont. door, d/g side windows, wired for video/monitor. Int grey/red, Ext. silver. MoT MARCH 98.

**1990 VOLVO B10M VAN HOOL ALIZEE** - 49/53 rec. seats, centre sunken demount. toilet, cont. door, water boiler, wired for video/monitor, Int. autumn tint, Ext. white, MoT Nov '98

**1989 VOLVO B10M PLAXTON 3200** - 53 rec. seats, courier seat, POD, Int. brown/red, Ext. white, MoT Aug '98

**1989 LAG PANORAMIC** - 49 rec. seats, centre sunken toilet, cont. door, fridge, water boiler, wired for video/monitor, Telma retarder, Int. red/maroon, Ext. white, MoT Dec '98

**1984 BOVA CALYPSO** - 53 rec seats with arm rests, courier seat, carpet, curtains. Int fawn/brown/orange. Ext white. MoT July 1998

**1984 LEYLAND ROYAL TIGER PLAXTON PARAMOUNT 3500** - 49 rec seats, courier seat, centre sunken toilet, continental door. Int red/brown. Ext white, MoT Oct 1998



### **1988 DAF LAG PANORAMIC**

49 reclining seats, centre sunken toilet, drinks machine, fridge, TV, carpet, d/g, no rear window. Int lilac/purple. Ext white, MoT Dec 1998



### **1995 MAN 10.180 BERKHOF 1000**

33 rec. seats, toilet, water boiler, video/monitor, cont. door, air con, Telma retarder, Int. grey/green, Ext. white/blue, MoT March '98



### **1990 VOLVO B10M PLAXTON 3500**

49 rec. seats, centre sunken toilet, cont. door, aircraft type lockers, Int. brown, Ext. white, MoT May '98



### **1987 BEDFORD YNV DUPLÉ 320**

53 rec seats, POD, suspension lift. Int brown. Ext white/red/pink, MoT April 1998

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BUSES 1990**

Side or rear chairlifts,  
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**Choice of 2**

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21 SEATS + 2  
WHEELCHAIRS**

Side chair lift, **F REG 1989**,  
very clean, test required

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LEYLAND TIGER  
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Into service 1987, very low miles, little used,  
TL11 engine, 6 speed ZF box, PAS, double  
Pass/Power door, almost new Michelin tyres,  
Tacho/Limiter, new PSV to Jan 1999, Choice of  
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48 recliners, toilet, coffee machine, wired for TV, white, MoT to Feb '99

**£23,500**

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Elyse Highline body, TL11 engine, semi auto box, MoT Oct/98, very smart bus, very clean

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1990 (G) SCANIA K93 VAN HOOL ALIZEE, 55R seats plus courier in Blackpool White  
1989 (F) LEYLAND TIGER DUPLX 320, Telma, d/glazed, 55R seats, belts fitted + Crew  
1989 (F) VOLVO B10M VAN HOOL ALIZEE, 53R seats, plus crew, belts fitted  
1988 (E) MERCEDES 609D BEAVER, 25 retrimmed coach seats, belts fitted, power door & boot  
1983 (Y) MCW, Integral coach, Cummins 290 engine, manual g/box, 53 seats

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1987 SCANIA K112, 49 str, video, fridge, hot water boiler, new test. £48,500 + VAT. 1988 BOVA FUTURA, full spec as above, test May '98. £45,000. TEL: 01665 720907.

BCB/447/2882/UN

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77 seats, radio, PA, TV, video, fridge, hot drinks, seat belts, MoT Feb '99  
£25,000 ono

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57 seats, radio, PA, TV, video, seat belts, MoT Nov '98  
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1989 F MERCEDES 609D, 24 seats, power door, MoT December '97  
1989 F MERCEDES CHARISMA, 49 seats, toilet, TV, white/blue ext, long MoT  
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1980 FORD PLAXTON SUPREME IV, 35 seats, MoT April 1998

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89 DUPLX 425 DAF, ZF 7 speed, 55 recliners  
89 VOLVO PLAXTON 3500, toilet, 51 exec  
89 DAF ALGARVE, TV + toilet  
89 MERC 811 OPTARE STARRIDER, coach spec, 29 seats, P/D boot  
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88 DAF BERKHOF SBR 3000, 75 seat exec, d/deck, toilet, monitors, good trim, ready to work, tested  
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88 VOLVO DUPLX 320, 57 seats  
87 VOLVO PLAXTON 3500, 49 seats  
86 B10 ALGARVE retrimmed, 49/53 Exec  
86 VOLVO B9 PLAXTON, 33 seats + standees, dual purpose  
86 PLAXTON 4000, Gardner auto, 71 seats  
86 SCANIA TRIAXLE, 71 seats, double deck manual  
85 SETRA, exec, 49, toilet, TV  
84 VOLVO BERKHOF, 53 seats

- 84 DAF JONCKHEERE, 49 + toilet, retrimmed  
83 B10 BERKHOF, 49 seats, toilet, TV  
82 LEYLAND ATLANTIAN, 75 seat, SA, tested and new tyres  
81 BRISTOL VR, lowdeck, Gardner, 75 seats + new test  
77 VOLVO VIEWMASTER, 57 seats, ZF 6, tested, £7,500  
WHEELCHAIR PSV IN STOCK  
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NEW TRANSIT, 16 or 5 wheelchairs, Tailift: 10 Days  
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NEW MERC 412 Sprinter, 16/5 wheelchairs, tailift, Stock  
NEW MERC VARIO, 24 coach seat, mobility or 6 wheelchairs, 2 Wks  
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NEW VW Taxisbus, double door, Stock  
96 SPRINT, 16 luxury coach spec, low mileage  
96 SPRINT 412, 5 chairs, 16 seat, only 21,000 miles  
95 LEYLAND DAF, 16 lux coach spec  
94 LEYLAND DAF, 20 seat, service p/door  
94 LEYLAND DAF, 16/2 wheelchairs  
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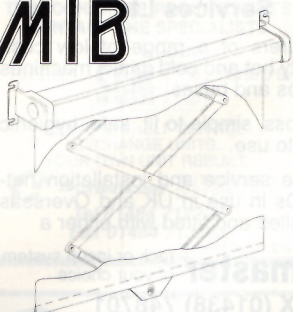
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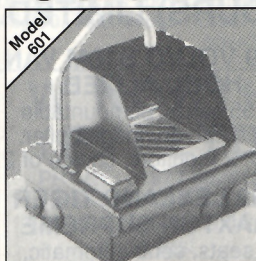
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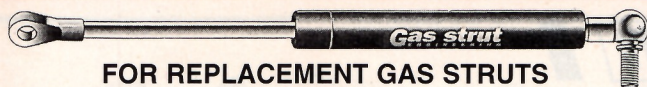
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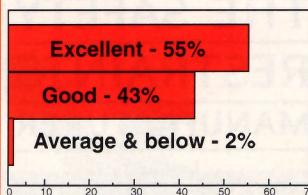
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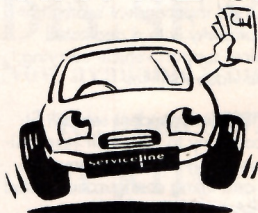
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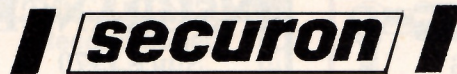
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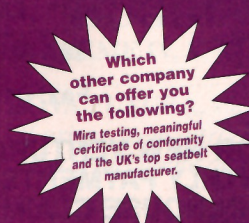
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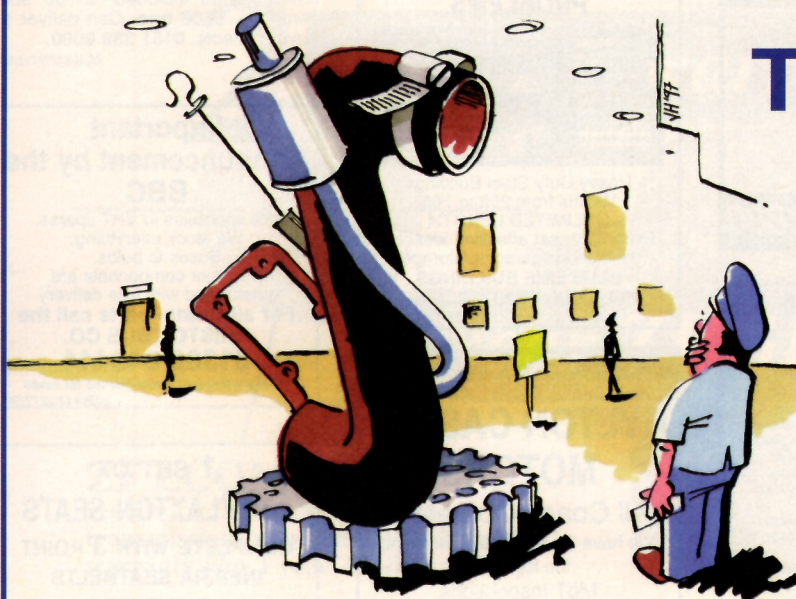
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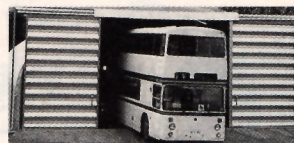
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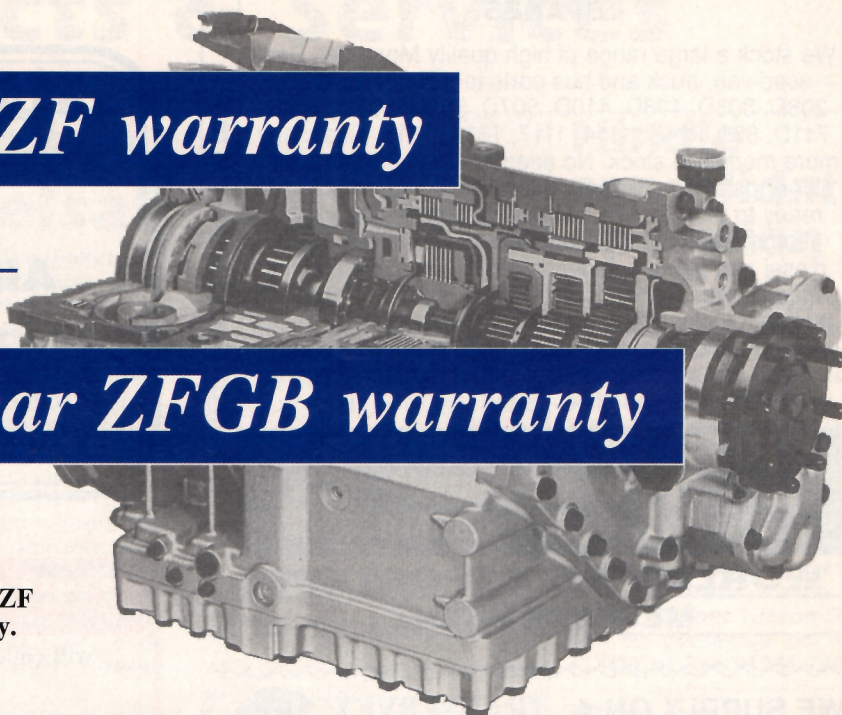
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# Products & Services

## Book Reviews

**The Heyday of the bus: Scotland**  
Gavin Booth. Published by Ian Allan £13.99

This is an excellent selection of varied and interesting photos which capture breathtaking Scottish scenery, grey city streets and the character of the Scottish people all in one volume. Oh, and the odd bus gets a look in as well. It can be easy to write picture books off as light weight material, but the old adage about a picture being worth a thousand words comes into play with this work. Just how much Scotland has changed in what seems like a very short time is captured here. The reviewer's opinion of this book was not swayed by the fact that the author had managed to include a shot of a bus going to Izatt Avenue.



**London Country Buses in Colour**  
Michael H. C. Baker.  
Published by Ian Allan £13.99

The pictures in this book, which span the old LT country area and London Country after it, comfortably cover the sublime to the ridiculous. Lampposts and other protuberances growing out of every day vehicles going about their business abound and for those that like to see their buses in bits there are some of those classic garage line ups which London Country was understandably so touchy about at the time. Bearing in mind the large number of quality bus photographers at work around London during this period the variable quality of these photos is something of a surprise. However, their are some gems, and the work of R. C. Riley stands out.



## BIP back Wheelsafe Squirrel

Raw materials supplier BIP Ltd says that it has been closely involved in the development of the latest device to prevent the loss of wheel nuts from heavy goods vehicles and coaches. The Mk II Squirrel, patented by Wheelsafe Ltd of Tisbury, Wiltshire is suitable for almost all 10-stud truck, coach and plant wheels and can be fitted in less than half-a-minute. Moulded-in ribs on the ten faces of the device prevent the nuts from vibrating loose, or even moving from their torqued up position.

A special grade of BIP's

Beetle high tech composite was developed for the application, enhanced by a special, post moulding conditioning process, to ensure that a high degree of flexibility combined with toughness, is maintained throughout all seasons and in all conditions.

Further information is available from Peter Tillin, UK Sales Manager, Engineering Thermoplastics Business, BIP Ltd, PO Box 3180, Tat Bank Road, Oldbury, West Midlands, B69 4PG. Tel: 0121 544 1555, Fax: 0121 552 4267.



**The Mk II Squirrel has been patented by Wheelsafe and was developed in close co-operation with BIP.**

## Fleet system available from Freeway

ERF Manchester, one of the largest UK ERF dealers has introduced the Freeway fleet system which, says Freeway, has enabled the company to double its vehicle maintenance business over the last six months. There has been no increase in the number of administrative staff and paperwork has been reduced.

Freeway schedules servicing, inspections, oil changes and MOT's, automatically generating job cards and correspondence. Freeway maintain that the system can also monitor vehicle operating costs, and can quickly identify poor-performing and unreliable

vehicles with accurate pence per mile figures. Savings can be made through reduced fuel, tyre and workshop costs, as well as lower stock holdings.

The company point out that due to a high degree of flexibility in the core design, the Freeway system adapts easily to different operational needs. Based on what it calls 'rapid application development technology,' Freeway maintains that its Windows developments have taken advantage of the latest automatic fuel and mileage recording, electronic vehicle tagging, mobile data collection and internet access technology.

## Hindle consolidate operation

Hindle Auto Products has undertaken a review of its business and decided to consolidate its Halesowen operation with its Bradford business. The company says that all existing contacts will be supported by the Bradford office. General Manager David Hindle, Commercial Manager Joe Szalkiewicz, Parts Manager Gunter Prescott, Service Manager Chris Smith and Works Manager Kieron Seery can be contacted on 01274 727234 or Fax 01274 740237.

## Grant Edward joins FLA

After more than two decades as a member of the Government Information Service, Grant Edward, formerly at the Monopolies and Mergers Commission, has joined the Finance and Leasing Association (FLA) as Head of Public Affairs.

With over 150 full and associated members, the FLA believes that it is the principal representative body of the UK finance and leasing industry. Collectively members supply 70% of all vehicle leasing, loans, hire purchase and personal contract purchase.

## One-call connect

John Holman & Sons, the insurance product marketing company, has launched Holman One-Call Connect. Aimed at anyone who is finding it difficult to get insurance cover the scheme brings together Lloyd's and company underwriters and, says the company, offers competitive quotations for coaches. Also covered are drivers who have had multiple accidents or convictions, taxis, minibuses, kit cars and modified vehicles. Non-standard motorcycles, fleets and commercial vehicles also fall within its remit.

For a list of brokers in a particular area, details are available from John Holman & Sons, Tel: 01268 735566.





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| 1993 K DENNIS, Berkhof Excellence, 51R, toilet     | 1989 F VOLVO B10M, Van Hool Alizee H, 53R               |
| 1993 K VOLVO B10M, Jonckheere Deauville, 53R       | 1989 F DAF SB3000, Plaxton 3500, 51R, toilet            |
| 1992 K VOLVO B10M, Jonckheere Deauville, 53R       | 1988 F DAF SB3000, Van Hool Alizee SH, 49R, toilet      |
| 1992 J DAF SB2305, Plaxton 3200 DH, 53R            | 1988 E VOLVO B10M, Plaxton 3500, 49R, toilet            |
| 1992 J DAF SB2305, Van Hool Alizee DH, 51R, toilet | 1988 PP LAG, Panoramic, 49R, toilet                     |
| 1992 J DAF SB2305 DHTD Duple 320SL, 57R            | 1988 PP BOVA Futura, 49R, toilet                        |
| 1990 G DAF MB230 LT, Plaxton 3500, 49R, toilet     | 1988 PP DAF SB3000, Van Hool Alizee DH, 51R, toilet     |
| 1990 G DAF SB3000, Van Hool Alizee SH, 49R, toilet | 1988 E VOLVO B10M Van Hool Alizee H, 53R                |
| 1990 G VOLVO B10M, Plaxton 3500, 51R, toilet       | 1988 E VOLVO B10M Van Hool Alizee H, 49R, toilet        |
| 1990 G VOLVO B10M, Plaxton 3500, 49R, toilet       | 1987 PP DAF SB2300, Plaxton 3500, 53R, air conditioning |
| 1990 G DAF SB3000, Plaxton 3500, 51R, toilet       | 1987 D DAF SB2300, Van Hool Alizee H, 49R, toilet       |
| 1989 G BOVA Futura, 51R, toilet                    | 1987 D DAF SB2300, Plaxton 3500, 49R, toilet            |
| 1989 PP BOVA Futura, 49R, toilet                   | 1985 B DAF 2300 Plaxton 3200, 53E                       |
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|---|--|
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| 1996 N DAF SB3000WS, Van Hool Alizee H, 51R, toilet                   | 1992 J DAF SB3000, Auto Van Hool Alizee H, 51R, toilet |
| 1996 N DAF SB3000WS, Van Hool Alizee H, 49R, toilet, air conditioning | 1992 J DAF SB3000, Van Hool Alizee DH, 51R, toilet     |
| 1996 N EOS 90, 49R, toilet, air conditioning                          | 1990 G DAF SB2300 DHS, Van Hool Alizee DH, 51R, toilet |
| 1995 M DAF SB3000WS, Van Hool Alizee DH, 51R, toilet                  | 1989 F DAF SB3000, Van Hool Alizee SH, 53R             |
| 1995 M EOS 90, 49R, toilet, air conditioning                          | 1989 F DAF SB2300, Van Hool Alizee DH, 53R             |
| 1995 M DAF SB3000WS, Van Hool Alizee H, 51R, toilet                   | 1989 F DAF SB2300, Van Hool Alizee SH, 49R, toilet     |
| 1994 L EOS 90, 49R, toilet  | 1989 F DAF MB230LT, Plaxton 3500, 51R, toilet          |
| 1994 L DAF SB3000WS, Van Hool Alizee DH, 51R, toilet                  | 1989 F DAF MB230LB, Plaxton 3500, 51R, toilet          |
| 1994 L DAF SB3000WS, Van Hool Alizee H, 51R, toilet                   | 1988 E DAF MB230LT, Plaxton 3500, 53R, toilet          |
| 1994 L EOS 90, 49R, toilet, air conditioning                          |  |

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 1992 J DAF SB220, Ikarus Citibus, 42 coach seats  
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